

SUCCEED THE HAPPIONAIRE® WAY

**UNLEASH INFINITE MENTAL, EMOTIONAL, PHYSICAL,
FINANCIAL & SPIRITUAL POTENTIAL WITHIN YOU !**

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THE INVISIBLE
DIVINE FORCE
IS THE GREATEST
AND
WE START THIS
INCREDIBLE JOURNEY
WITH ITS
DIVINE BLESSINGS

About The Author

Yogesh Chabria is one of the world's most loved and sought-after speakers, bestselling author, successful entrepreneur, investor and founder of The Happionaire® Way. Ever since a young age, Yogesh, has been inspiring, motivating and training people from all walks of life to unleash their true potential and realize their goals.

He started selling toys at the age of 5, came out with his first IPO when he was 12 and started investing with only Rs. 750 at the age of 16.

His first seminar at the age of 21 was attended by only 5 people. Since then, he has come a very long way and touched the lives of over 20 million people from all over the world, including entrepreneurs, corporate leaders, athletes, homemakers, influencers, students, parents and professionals through his seminars, events, books, articles, TV appearances, videos, audios, programs, workshops, online learning programs, personal coaching and mentorship.

Yogesh Chabria is considered a world renowned business, life and success strategist and is the recipient of several global awards and honors.

“A brilliant masterpiece...Must-read for humanity!”

- Eliza Goldberg

“About a year ago I was in debt and stressed. After learning Yogesh’s strategies, I decided to take action and take control of my life. Today I am out of debt, one of the top performers in my company and have learnt to enjoy life.”

- Alex Yankow

“Life changing! If you have never read a book, make an exception for this one!”

- Al Maktoum bin Rashid

“Yogesh Chabria endorses the same philosophy that I have grown up with. Somewhere along the way I lost touch with my own beliefs. So good, this is inspiration for life.”

- Søren Dahl

“Yogesh delivers high value and actionable ideas that help you achieve results and take you to the next level. Read this book to transform your life.”

- Gautam Ganglani

“I knew I had to make some changes but didn’t know how. Thanks for showing me the way...”

- Suresh Rangachari

“Transformed my limiting beliefs into limitless potential. You just can’t afford to miss it!”

- Dr. Shreya Madan

To my wife, Gauri, to my son, Samarvir, to my parents, Preeti and Murli Chabria, to my sister, Jasmine Chabria and to my grandparents, Eshwari and Ramchand Chabria, and Sushi and Chaturbhuj Wadhwani. Your love, blessings and support always inspire me to make this world a better place.

*“Happy People Think Better, Work
Smarter and Live Healthier.”
- Yogesh Chabria*



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Introduction

*“The happiest people in the world are the most successful.
The most successful people are the ones
who are the happiest.”*
Yogesh Chabria

What does life mean to you? What is the purpose of your life? What does success mean to you? Does it mean having a lot of money? Being so rich that you can buy that dream house or go on that incredible holiday? Or does it mean moving ahead in your career? Maybe it means becoming a movie star, a billionaire or someone who discovers an incredible new technology that changes the world?

Or maybe being a wonderful mother or father who makes sure their kids get the best education and life? Or being a wonderful son or daughter who makes their parents proud? Or maybe it means getting into a good college, studying well, doing well at your exams and getting your dream job? Or starting your own billion dollar startup that employs millions of people?

Or is it finding the love of your life? Or being in a happy relationship with your family, friends and loved ones? Or maybe success for you means being healthy physically, mentally and spiritually? Or maybe it means just losing a

little bit of weight? Or simply finding out what your goal is and achieving it?

Pause and honestly think what success is for you? Why have you been given the gift of life? Why are you here and what are you meant to do with life?

I am sure by now you might have started thinking about success and life. You would have got glimpses of all that you desire and want. How does it feel to visualize how life would be if you were where you wanted to be?

How would you feel if you achieved all that you wanted to? You might have felt a spark light up deep inside simply by thinking about success. That happens to me whenever I think about it. You might even have a smile on your face.

Success means different things to different people. For someone it means becoming a famous movie star, singer or sportsperson and for another person it means being loved, heard and understood.

No matter what success is for you, deep down it is the same thing for everyone. Success is about doing what makes you truly happy. If you are doing what you truly desire and feel like doing, you will feel happy.

Once you feel happy, you will feel fulfilled and be successful.

I believe everything that happens in the Universe has a reason and the reason you are reading this is because the Universe

wanted you to read it. The same way I was meant to write it. You might not understand the reason today, but probably five or ten years from now you will look back and say with a smile, “I’m happy I read that book by Yogesh! It felt that it was written only for me!” or “I’m happy to be a happionaire, even though I didn’t understand the incredible power at first. It really changed my life!”

There are several books that tell you how to be this and how to be that. Succeed The Happionaire Way doesn’t do any of that. I don’t believe in theory and telling somebody how to do things. I can’t tell you and have no right to tell you what to do. However I can surely share the powerful and universal principles that have brought immense change in my life and the lives of several others.

These are practical principles which I have practiced and so have millions of people all over the world and achieved great success in whatever they desire. These are Universal in nature and irrespective of which part of the world you are in, work very powerfully. They have been practiced for thousands of years, and every time have worked and will continue to work.

In fact in the future, if we colonize Mars and you are reading it there, these principles will continue to have immense power.

My goal is to help you discover the highest state possible with Succeed The Happionaire Way. This is not just a book, but much more. It is a program that will systematically take you ahead and unleash infinite hidden potential. I have shared

practical tools and strategies - these are exercises which I practice myself and have brought in incredible results.

It is based on my real world experiences as well as the experiences of people all over the world who have been a part of The Happionaire™ Seminars and Programs and have designed a fuller life for themselves as well as their loved ones.

At the same time the principles are not ready made answers. It isn't a one size fits all solution.

The desires of a billionaire are very different from someone who is in debt and has to pay their EMI. But the same underlying principles and strategies can be used to discover answers.

It is like a seed - an apple seed has a different set of codes inside as compared to a chili seed. But the underlying principles for making sure they grow are the same - the seeds need to be planted in soil, they need water and sunlight and protection from pests.

Similarly the underlying principles for success are the same – no matter who you are.

As you move through this program, you will keep having more and more questions. The difference between people who succeed and those who don't are the questions we ask.

Ask the right questions and you will get the right answers. Succeed The Happionaire Way will take you deeper so that

you can discover answers on your own. Only answers that you give yourself will have the most powerful impact.

Happiness, knowledge, wealth, love, health and laughter are all within you and only you know what you truly want.

I welcome you to take this wonderful journey with me. I welcome you as a happionaire to live a life that is happy and blissful in every way.

May you always be blessed by Goddess Lakshmi, the Goddess of Wealth and Goddess Saraswati, the Goddess of Knowledge. A balance of these two forces is one of the biggest secrets for success.

And for you to benefit the most, I want you to promise me one thing. Are you ready to make this promise?

I want you to promise that you will take action and practically implement all the strategies I will be sharing. You can have all the knowledge in the world, but till you don't take action, it is meaningless.

So is that a promise I have? Great, now that you have made that promise, let us start this incredible journey.

Lots of smiles, laughter and love,

Yogesh Chabria
Happionaire

1

Live Your Dreams NOW!

*“Do not dwell in the past, do not dream of
the future, concentrate the mind
on the present moment.”*

- Buddha

There are people who live their dreams and there are others who crush and compromise with their dreams. There are people who are winners at everything they do and then there are others who never seem to be able to do anything correctly.

There are some people who are always filled with energy, vitality, love and laughter and then there are others who are constantly tired, upset, filled with anger, hate and negative emotions.

What is the difference between these people? Why is it that some people achieve incredible success and others are unable to even do their daily tasks well? Why are some people able to

rise to incredible heights.....while others are so caught up in their daily lives that they give up on all their dreams?

These are questions that have always fascinated me. What is the difference between people who succeed and people whose life is a series of failures?

It is this question that changed my lifeand the lives of millions of people all over the world!

I'm Super Lucky and Blessed – What About You?

“I feel that luck is preparation meeting opportunity.”

- Oprah Winfrey

I walked inside this brand new luxury hotel for a seminar of mine that was happening in Amritsar. I love the city, especially because of the beautiful Golden Temple. I also enjoy eating the delicious *aloo parathas* along with a nice rich glass of *lassi*.

There were thousands of people who had come from all over to be a part of my seminar. I was there with my wife, Gauri, who has been one of my strongest supporters throughout.

She loved me even when I didn't have any bestselling books or hugely successful seminars. I barely had any money and was in a state of confusion and uncertainty. I was struggling to be heard and make an impact. Unconditional love is very powerful and I am lucky to have her in my life.

As I entered the massive hall, I was surrounded by hundreds of people, all filled with love and smiles and wanting to thank me for how my work had impacted their life. The stories some of them shared were truly incredible and touched my heart. While others were excited to take selfies to put up on Facebook, Whatsapp, Twitter and Instagram.

I felt humbled.

A gentleman introduced me to his lovely wife and shared how his relationship with her, which had become extremely painful, was completely rejuvenated after practicing the principles of **Happionaire's Personal Mastery (HPM™)**.

A mother introduced me to her daughter, who had earlier been called a problem child by all teachers at school, but was completely transformed and had now become a star athlete and a great student by using the techniques of tapping into **Deep Inner Goals (DIG™)** and following the **Happionaire's One Page Execution (HOPE)™ Plan**.

A salesman told me how he was able to increase his income by over 600% in barely five months, while an entrepreneur was able to increase his companies' revenues by over Rs. 50 crores in 12 months by applying the strategies of **SALES (Smile And Love Everyone Sincerely)™ Mastery, Influence and Persuasion**.

Then there was a lovely young girl, who I remembered from one of our earlier seminars, and who had been depressed and resorted to overeating at the time. She now happily

introduced me to her fiancé and shared how she implemented the principles of **Self-Love and Accepting Yourself (SLAY)™** that she learnt during that seminar. She started practicing Yoga, had lost over 12 kilos and felt like a new person filled with happiness and joy. She was able to conquer her inner fears and took control of her destiny.

What all these people were able to do was tap into their inner power and achieve great results. I felt truly blessed and lucky to have been given the opportunity to bring about this change in their lives and in my own life.

Our seminars, books, videos, TV programs, events, audio programs and writings have impacted millions of people all over the world. They have discovered the meaning of living a life that is successful in every possible way – mental, physical, emotional, financial and spiritual. I am grateful to the Divine for having chosen me to do what I do.

The fact that I can do what I love doing is one of the greatest gifts.

It wasn't always this way though. In fact it was quite the opposite. As a kid, we couldn't even afford the auto rickshaw and used to usually walk to save the bus fare. And as most of you know this was one of the reasons I started selling toys at the age of 5, which I believe was an incredible thing to have happened to me.

There were times when I was confused, broke, made fun of, bullied, insulted, ridiculed at school, had people bang doors

on my face in sales, been stressed and filled with fear. There have been points in my life where I have been all alone, without friends and family, not knowing what to do with my life.

But those moments were what inspired me the most to seek out a higher purpose and truly take control of my life. I believe I was truly lucky to have experienced those emotions when I had no money, no friends, no nothing. If it wasn't for those experiences, I wouldn't be who I am today as it made me really think and discover new possibilities.

Do you think you too are lucky and blessed as me? I believe you are – the fact that you have bought this book and taken action to expand your knowledge, skills and live a fuller life is proof of the fact that you are lucky and blessed.

People who are lucky are the ones who take action by focusing their energy on the things they want, rather than what they don't.

*“Luck is a dividend of sweat.
The more you sweat, the luckier you get.”
Ray Kroc*

What Is The Difference Between Dreams and Reality?

*“Dream is not that which you see while sleeping, it
is something that does not let you sleep.”
Abdul Kalam*

If someone told me, when I was 16, that I would become a #1

Bestselling Author by the time I'm 23, be on TV reaching out to billions of people and sharing powerful success strategies that shape the lives of the World's top CEOs, billionaires, celebrities, professionals, sportspeople and political leaders – I would never have believed it.

It would have all sounded like a dream, and yet there was only one thing I did that made all of this become a reality. Many times it is only *one thing* that leads to a huge impact in our life.

It can be that one book you read, that one person you meet or that one seminar you attend that changes the course of your entire life. Gandhi had to be insulted only once for being brown that ultimately lead him to inspire 350 million people to not just dream about freedom and independence, but to actually make it a reality. Imagine if he hadn't been insulted?

He would probably have continued being a lawyer and leading a fairly comfortable life. He wouldn't be the Mahatma Gandhi we know of today.

Let me ask you, what is it that sounds like a dream to you right now? What if I tell you all you have to do is one thing to make your dreams a reality, would you do it?

I will share with you what I did to make my dreams a reality. Think of it as installing a brand new software that will make sure your dreams become a reality or like a recipe for the most delicious food you have eaten and love.

The first thing you need to stop believing that they are dreams.

Convert them into goals, into visions and start believing in their reality. This is a powerful technique I have developed and practice I call it **Real Action Visual Empowerment (RAVE)™**.

It is a system with which you start living your dreams within seconds by converting them into something real. The mind, body and emotions immediately shift from the state of believing that these are merely dreams which are not real, into believing that whatever you are thinking about and truly want is real.

You get conditioned into thinking and believing you have already achieved incredible success – and immediately the change happens. People have experienced this change and it is so powerful that within minutes they have planted the seeds that will change their entire destiny. And once this happens, the only thing that needs to be done is to take action.

Action is like the moving of a paint brush on a canvas. While the mind, body and emotions create the entire painting, but the paint brush needs to be moved over the canvas to finally make the painting real and create a masterpiece.

Each one of us has been blessed with the gift of life to truly make it a masterpiece. What we do with it is completely in our control.

How to Make Your Life A Masterpiece?

*“You cannot believe in God until
you believe in yourself.”
Swami Vivekananda*

There are some people who have mastered their career and finances, but are in a miserable state when it comes to their emotions, relationships, friendships and mental and spiritual health.

There are others who have mastered their emotions, relationships, friendships but have terrible careers and finances.

There are yet others have great relationships and friendships along with excellent finances and careers, but have extremely bad physical health.

What sort of person are you and is there a particular area where you desire mastery?

For your life to be a masterpiece, complete mastery is needed in every area – mental, emotional, physical, financial, spiritual and personal. How do you achieve complete mastery and fulfillment in every area?

It is very simple - you learn from those who have already done it.

The best way to learn something new is to ask, watch or be with someone who has already done that thing. So if I wanted to learn to play cricket really well and become an expert, I would ask Sachin Tendulkar, Dhoni or Virat Kohli to teach me all their strategies and techniques. But if I wanted to become an expert actor, I would ask Amitabh Bachchan, Shah Rukh Khan, Aamir Khan, Salman Khan or Akhsay Kumar for advice.

Every field has a few people who have achieved incredible results and I have studied them and created models and patterns that can be emulated in our life.

In case I don't have direct access to someone, say Steve Jobs or Mahatma Gandhi, I will read about them, watch their videos, movies and speak to people who knew them or spent time with them. This way I get to learn as much as possible about them.

To Make Your Life a Masterpiece, You First Need To Know What You Really Want

“Beauty surrounds us, but usually we need to be walking in a garden to know it.”

Rumi

I meet people who are very talented, intelligent and hardworking but are still in a state of confusion without any clarity. Their biggest problem seems to be that they are good at too many things and don't know which one to pursue. Have you know anyone like this?

The main challenge is not that they are good at everything, but that they do not have clarity when it comes to their goals. They have not spent time to design their life and don't really know what they truly want.

Since they don't know what they want to do with their life and don't have a clear goal and aim, they keep moving from one thing to another. Instead of sitting inside one boat and moving their oars in one direction to reach their goals, they

have one hand in one boat, another hand in another boat, while both their feet are in separate boats. Once each boat starts moving in a separate direction they feel conflicted and feel like there are sinking.

The only way someone can make their life a masterpiece is if they know what they really want. Unfortunately, schools, colleges and most parents do not teach the power of **Deep Inner Goals (DIG)TM**.

People end up wasting precious years of their lives doing things because they were apparently forced into them. I don't believe anyone can force you to do anything. If your convictions are strong enough you will fight every sort of pressure for what you believe in. Your conviction will be strong only when you have complete clarity of what your goal and purpose in life is.

Kapil Sharma, one of India's most famous comedians today, resisted pressure from his mother to join the police force even though he was barely making any money and was struggling to make ends meet. But his conviction and belief in his ability to make people laugh made him achieve his true goals.

He used to live in a police colony and did odd jobs like working at a telephone booth and picking up crates of soft drinks as a young boy to make money.

What did he have that was special? Was it contacts, money or some special genetic abilities? Or was it complete clarity and conviction of life's goals?

There are countless such examples of people who fought all

odds to achieve their goals because they had complete clarity about what they wanted.

People give in to pressure and are forced into doing things they don't want, because they don't have clarity of what they truly want.

Imagine going to a restaurant and knowing very well that you want to eat a crispy hot *masala dosa* with *chutney* and *sambhar*. You have made up your mind so much that you can almost taste the delicious hot dosa with coconut chutney.

Now imagine when you enter the restaurant, with this strong thought and goal – is there any way the waiter can tempt you to order anything else instead of the *dosa*? No matter how much the waiter suggests some other dish, you won't order it, would you?

Life too is like that – nobody can force you to do things if you don't accept them.

People fail, only because they accept they have failed. All that needs to be done is to keep trying and eventually success will give in to your stubbornness.

"It's fine to celebrate success but it is more important to heed the lessons of failure."

Bill Gates

I want you to start living your dreams right now. I want you to tap into your inner potential that is infinite and achieve whatever you truly desire.

Before you move onto the next chapter, I want you to do an exercise. It is very important that you practice these exercises in order to get the maximum benefit out of this program.

I want you to close your eyes, sit in a comfortable position, calm your breath and once you are completely relaxed start visualizing your perfect life. How would you design your perfect life?

Visualize every detail of your life. Add color, movement, sounds and scents to it. Start feeling each and every detail. How would you look? What would you be doing? How would your career be? How would your finances be? What about your relationships? Your loved ones? Your health? How would it be to laugh with your friends or go to your dream holiday destination while enjoying great mental, physical, emotional and financial health?

Make this image real and hold it there.

I want you to believe in this vision of yours, write it down in detail and I promise you, if you follow the steps shared in this book and take continuous action, you will achieve your vision.

There is nobody who can stop you from achieving it. That is my guarantee. I speak from personal experience.

Are you ready and excited to experience the benefits of this program?

If you said Yes, it is my privilege and honor to start this

Succeed The Happionaire® Way

friendship with you and be a part of your wonderful journey.

Life is truly a gift – the most precious gift we have ever received.
Let us respect, value, celebrate and love every moment of it!

*“No one who does good work will come to a bad end,
either here or in the world to come.”*

Sri Krishna, Bhagavad Gita

STHW Activity Sheet 1

Define Your Dream Life In The Tiniest Of Details. Write It Down, Visualize and Feel It Every Day Of Your Life Till You Achieve it.

[illegible]

2

Beliefs Shape Destinies

“Belief in oneself and knowing who you are, I mean, that’s the foundation for everything great.”
Jay-Z

Why is it that some people do all the right things in their life and yet feel terrible and feel like failures? Why is it that even though they study hard, work hard and are good honest citizens, and yet they are unable to succeed at anything? Why is it that they feel sad, depressed and unhappy? Why is it that some people, in spite of having all the material wealth feel empty?

And how come some people who were never too good at studies and were always found laughing and joking around, are today so successful? How come they make everything look so effortless and always seem to get so lucky? And not only that they also have great relationships and always look so lean and fit?

Over time I realized the only thing stopping people from achieving their potential, enjoying life and being truly wealthy is one thing – their *beliefs*.

It is our beliefs that design and shape our future.

I meet so many women during our seminars, who have been made to believe they are not pretty and beautiful ever since they were little girls. This belief gets programmed into their mind, body and hearts and once they believe they are not beautiful, they start behaving that way.

Every part of their mind, body and heart starts behaving in accordance with their beliefs. When they start believing they are ugly and nobody loves them, this spills over into every area of their life. They have low confidence levels, they are hesitant to talk to people, hesitant to open up and live life on their own terms.

They stop believing in themselves and in their ability to achieve anything they desire. They let others dictate their life. Do you know of such people?

The idea of not being beautiful becomes true only because of their belief. They stop caring for their body, become unhealthy and basically lead a life where they are not living to their fullest potential but simply letting ‘time pass’.

“Belief is so valuable and living that it infuses with life everything it enters! It transforms the fleeting glimmer of transitory life into eternal life,

dispelling the transience in it.”

Said Nursi

Luckily all of this can be changed, by redesigning and reprogramming the software inside human beings. You might have the best phone with the latest hardware, but without great software, free from bugs and viruses, and some incredible apps – your phone is worthless.

A lot of women have a radical change of beliefs during our seminars which changes their entire lives. A change in beliefs has a longer lasting impact on health and body weight as compared to short term solutions like forced diets or forcibly to going to the gym.

Once beliefs are changed, everything changes.

When women are made to feel beautiful and made to realize that they should start accepting themselves for who they are, once they learn to love themselves and they are much more than just their body, once they realize that they are truly attractive and beautiful their beliefs start changing.

Their new beliefs - about being beautiful, being loved and being free to do whatever they desire, changes the way they eat, it changes how they move their body and changes how they interact with other people. They seem to gain confidence and become attractive almost overnight. I have seen countless such cases where lives have changed when beliefs change.

We are where we are today because of the beliefs we have had in the past. Our career, personal life, emotional life, finances,

health, relationships, lifestyle and every other small detail is a result of our beliefs.

What sort of beliefs do you have about your life? Have you ever thought about how these beliefs are impacting your present and your future?

*“Limiting Beliefs – Limit Life Believe You Have
Unlimited Potential – Enrich Life”
Yogesh Chabria*

My Life Changed Only When I Changed My Beliefs

I changed my life from being lonely, broke, depressed and without any purpose in life, only when I completely changed my beliefs. There was a complete turnaround in my life, only when I first had a 360 degree change in my internal beliefs.

My earlier beliefs were filled with doubt. I used to think - How can I do that? Who would like to read what I write? Who would like to listen to me speak? Which girl will like me? I was too shy to even speak to girls. What will I do with my life? How will I make a living and how will I survive?

These beliefs were filled with fear, shame and doubt thus I behaved that way – filled with fear, shame and doubt. When I behaved with fear, shame and doubt, the world treated me that way. They gave me what I was asking for. Nobody believed in me. How could they? I had no self-belief. Nobody can give you respect if you don't respect yourself first.

It is while I was in such a state, that I was able to tap in

deeper and realize this is not how my life was meant to be. It was my love for reading ever since I was a small boy that came to my rescue.

I started reading the Geeta and felt inspired by the words of Krishna to Arjuna – about living life without fear. Arjuna, too, was filled with fear on the battlefield and was in a state of confusion, like me. Krishna motivated and impressed him to fight the battle and become victorious.

I realized how life is an illusion – Maya, like a game, and the only way to win this game is to play it like a winner.

While reading the Geeta, I felt Krishna speaking to me – getting me to change my beliefs. I realized that all the wealth in the world – material, physical, spiritual, fame, fortune and beauty have been created by the Divine for me to enjoy. I realized deep down these were my true beliefs ever since I was a young boy. It is only people on the outside - society, teachers and even our own family, who change our beliefs. They love us a lot, and many a times want to protect us from hurt and thus try to make us change our beliefs.

“Don’t let fear or insecurity stop you from trying new things. Believe in yourself. Do what you love. And most importantly, be kind to others, even if you don’t like them.”
Stacy London

I realized my life is a special gift. I am here for a reason, and only if I fulfill that reason would I be truly happy and at bliss.

I changed my entire belief system. I re-programmed everything and now started asking different questions. I started thinking about what I wanted the most.

Now my questions changed to – what do I love doing the most? What makes me the happiest? What would I do if I knew that success was guaranteed and I already have the blessing of a Higher Power? Why should I fear anything or be afraid of anyone? How can I have the maximum impact on the world? How can I live with passion? How can I be free to do what I desire and explore this incredible world? How can I find true love and a beautiful life partner? How can I travel, laugh and enjoy myself? How can I always be healthy, look and feel great? How can I change my life and the lives of millions of others? How can I create infinite wealth and lead a life where I can have anything I want? How can I unleash my true potential and be the greatest?

I started believing that deep down I have infinite potential, I started believing that I am the greatest and there is never going to be anyone like me and I can truly achieve anything I want. I say this not with arrogance, but with full humility and love.

I read books on the lives of the greatest people known to mankind since the beginning of time. I learnt about the human mind and studied every subject that fascinated me like psychology, business, marketing, sales, influence, persuasion, economics, history, warfare, sports, entertainment, politics, religion, spirituality, negotiation and anything else I wanted to.

I was like someone who hasn't eaten for days and is suddenly left inside a buffet of a 5-star hotel to eat as much as I can.

As soon as my beliefs changed, my life changed. I started walking, speaking and behaving differently. I would no longer slouch and look down while walking. I held my back straight up, looked at people in the eye and won them over with my smile, confidence and passion.

I started dressing better, looking better and feeling better. Now, as if by magic, whatever I put my mind to, I was able to achieve – it was as if the entire Universe and everyone around me was working in my favor.

My entire destiny changed when I changed my belief. Today you are reading this, only because of that one decision I took to change my belief system.

Value Yourself First – Only Then Others Will

*“When your self-worth goes up,
your net worth goes up with it.”*

Mark Victor Hansen

Had I not changed my beliefs, my life would have been very different. The world took notice of me only when I took notice of myself first. Only when I discovered my true worth and value did people on the outside realize it.

So no matter who you are and what you do – until you don't value yourself or what you have, nobody else will.

In relationships, if you don't love and value yourself, how can you expect your spouse, friends and family to love and value you? At work, if you don't respect yourself, how do you expect your colleagues to respect you? In business, if you don't value your product and service and believe it is the best, how can you expect someone else to? If you are in sales, make sure you use the product or service you are selling - if you don't how can you convince others to buy it? Whoever wishes to join our team, I always make sure they have invested in our products and seminars – how else will they be able to convince others about the incredible benefits?

The greatest people in history knew their own value and self-worth - only after that was the world convinced about it.

Mohammad Ali knew he was always going to be the champion of the world – and he did become one of the world's greatest boxers – a real fighter.

Warren Buffet always knew he was going to be rich, ever since he was a little boy – and he did become one of the richest people in the world.

Shah Rukh Khan knew he would become a Bollywood superstar even when he was in school. Even though his teacher told him to have more realistic goals, he refused to compromise on his beliefs and vision. He, in fact, even announced “I will rule this city!” while standing on Marine Drive in Mumbai, before he became one of the biggest super stars.

Great prophets like Moses, Jesus and Mohammad all had immense faith and belief in themselves and the Divine

message they wanted to share with humanity. Would billions of people have been inspired by them thousands of years later if they didn't have any belief?

With people who succeed, the question is never- “Will I succeed?” but simply “When will I succeed?”

Beliefs Impact Every Area of Our Life

*“Laziness isn’t merely a physical phenomenon,
about being a couch potato, stuffing your
face with fries and watching cricket all day.
It’s a mental thing, too, and that’s
the part I have never aspired for. “
Shah Rukh Khan*

Our beliefs are nothing but our deep values. What do we think of the world? What do we think of ourselves? What do we think of our life? What do we think we are capable of and what do we think we are not capable of?

Have you heard people say things like:

I’m not good at having conversations.

I’m not good at meeting new people.

I’m not good at selling.

I’m terrible at negotiating.

I’m not good at business.

I'm not good with money.

Business is terrible and our economy is crumbling.

There are no jobs.

Money doesn't grow on trees, don't spend so much.

I can't remember names and faces.

I can't make friends.

I am not healthy and can't exercise.

I can't control my diet.

I can never move ahead in my career.

People who are rich and successful are dishonest.

Honest people can never succeed in this terrible world.

Everyone is out to cheat me.

There are no good men left – all are married or taken!

There isn't a woman out there who understand me.

Life is so tough and hard for me. Nobody understands me.

What is the use of even trying? I will fail, like I failed in the past.

Have you heard people say the above things? Are these statements true?

All the beliefs shared above are limiting beliefs. They are like a cage which holds back an eagle from soaring higher and higher in the sky.

If anyone says any of these statements – they all become true. Even if in the beginning they don't believe it, as soon as they say any of the above things or keep hearing them from people around, they start believing them.

This is the reason why advertising loves to keep repeating the same message over and over again. This way, the message and belief gets programmed deep inside the mind.

So when you think about washing powder Nirma...washing powder.....before I can even complete you will automatically start humming the melody. You probably also have visuals of beautiful bright white clothes as your mind associates all of this with the ad.

"The only failure is not to try."

George Clooney

Whatever is repeated stays and gets ingrained in your system, whether positive or negative. This is why several of the ideas in my books, columns, interviews and seminars are repeated to make sure they have lasting impact.

Limiting beliefs are like a thick rope used to tie up a horse that is meant to run freely.

People hold themselves back with these beliefs. Such limiting beliefs do not allow for career growth, they restrict financial freedom, they prevent people from having loving relationships and friendships and from being fit and healthy. They stop people from living life the way it is meant to be lived – filled with love, joy, bliss and passion.

We, as human beings, behave in accordance with our beliefs. If I were to believe that it is tough to earn money, I will behave in that way. Even if all I have to do is ask someone to pay me for my services, I will feel hesitant and nervous to ask for what I deserve. As soon as I start feeling hesitant and nervous, the other person senses it. As soon as that happens, they start doubting me. Once they start doubting me, they lose confidence in my ability to provide incredible results.

Now that they have no belief in me, why should they pay me? Probably my service is not good enough after all. This becomes a vicious cycle - since nobody is paying me what I am asking for, I too start believing I am not worth what I want and thus not successful.

On the other hand, if I were to truly believe that I deserve everything I am paid, immediately the client would sense this confidence and passion. As soon as this happens, they are inspired to use my services and actually pay me. When they believe in me and pay me, they value my advice and guidance. This ensures they too work with more passion and belief towards achieving their own goals. This becomes a powerful virtuous cycle with unlimited growth.

*“When you realize how much you’re worth, you’ll
stop giving people discounts.”*

Karen Salmansohn

People restrict their own growth with their limiting beliefs.

Have you felt extremely energized being in the company of some people? Being around them you have not only laughed, had tons of fun, enjoyed yourself but also learnt something new? Has that made you feel that you too can achieve anything you desire and that life is truly wonderful?

Think about it – why do you think you felt this way? What might be the beliefs of such people?

Could they be:

I love having conversations and laughing.

I love meeting new people all over the world and making new friends.

I love selling and helping people with my products and services.

I enjoy negotiating – it is a like a fun game.

I’m great at business. It is in my blood.

I love money and am a great worshiper of Goddess Lakshmi.

My business is great regardless of whether the economy is good or bad – this is because of the advantages we have.

I'm the highest paid in my industry. There are always jobs and opportunities for smart people.

The more you spend, the more you will earn. Don't try to reduce spending, but increase earning.

I make friends so easily.

I love exercising, dancing and feel so healthy and energetic.

I enjoy eating a balanced diet in moderation. I enjoy my fruits and salads as much as some delicious homemade gajjar ka halwa!

I am moving ahead in my career superfast because I am the best.

People who are rich and successful are smart, honest and ethical.

Honest and ethical people have an edge over others because everyone wants to do work and deal with them.

Everyone is here to help me and I am here to help them.

There is a wonderful man meant for me who I will meet very soon and love.

There is a lovely woman meant for me, who will love me and understand me so well.

Life is a gift and every challenge makes me stronger. Everyone

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is understanding and supportive.

I will keep trying until I succeed. I know for sure I will.

Life is wonderful and I am here to make an impact.

I speak from my experience and that of people from all over the world - life changes when we change our beliefs. When we accept beliefs of growth and a world of infinite and unlimited opportunities everything changes.

The Power Of Writing Yourself A Cheque of \$10 Million

*“You can fail at what you don’t want, so you might
as well take a chance of doing what you love.”*

Jim Carrey

There was once a young man who was broke, depressed and felt his life was going nowhere. As a young boy he used to work as a janitor cleaning floors. He wanted to be an actor and yet he wasn’t having any success. Life was so hard for him that he was barely able to survive and get by.

In that state, he started reading lots of self-help books to lift his spirits and give him hope and direction in life. One day he decided to write himself a postdated cheque for \$ 10 million for a date three years in the future for ‘acting services’, even though at the moment he was broke.

He used to look at that cheque every day, while he kept trying and working hard towards becoming an actor. He would

visualize how his life would be when he is a famous actor and has some of the biggest directors wanting to work with him.

He would visualize and believe that he has already got those \$ 10 million and *feel* his success.

Time went by, and almost around the same day for when he had dated his cheque, he got paid \$ 10 million to act in a movie.

Do you believe the above story? It sounds magical and implausible but it's entirely true. Magic does happen, if you believe in it.

The man in this story is Jim Carrey and the movie for which he got paid \$ 10 million was Dumb and Dumber.

This is the power of faith and beliefs.

Before you move on to the next chapter, and in order for you to benefit the most from *Succeed The Happpionaire Way* (STHW) program.

I want you to do an exercise in the same notebook where you completed your first exercise after visualizing your perfect life. You did complete it, didn't you? In case you didn't, you can once again go back to the first chapter and complete the exercise.

Look at what you wrote. Look at your vision in full detail.

Now ask yourself what beliefs are stopping you from achieving

your vision? Do you have any limiting beliefs? Do you have any limiting beliefs that are stopping you from achieving your full potential?

Do you have beliefs like fear of trying out new things? Fear of taking action? Fear of failure? Fear of being unable to achieve? Fear of rejection? Fear of approaching and meeting new people who can help you achieve what you want?

Now start asking yourself what beliefs will truly empower you to achieve your goals and vision? What sort of beliefs do you need to achieve your perfect life? Start replacing your limiting beliefs with beliefs that empower you. Make these beliefs very real and have complete faith.

So if you feel you are afraid to speak to people or if you feel you are not secure financially, change your beliefs to the opposite. Start believing you are super friendly and very rich and successful. Make sure you write down all your new beliefs - writing anything down makes it even more real and tangible.

Now don't just believe, start behaving and taking action in a similar way.

Your beliefs have to be so powerful that they ultimately push you to take immediate action. Jim Carrey didn't just write himself a cheque of \$10 million, he also put in massive effort to meet every director who could give him a break. He worked and worked till he achieved his goal and became a massive success.

What are your goals in life? What action do you need to take right now to make these goals a reality? Are you taking them?

“Believe you can and you’re halfway there.”

Theodore Roosevelt

STHW Activity Sheet 2

What Are The Beliefs That Are Stopping You From Achieving Your Goals? Do You Have Any Negative Beliefs?

[illegible]

Every Time You Overcome Your Negative Beliefs, Cancel It From The Above List With Full Force, Faith And Determination That You Are Destroying It Forever!

What Are The Positive And Empowering Beliefs That You Will Use To Achieve Your Perfect Life?

Will You Program These Beliefs Into Your Mind, Body and Soul By Repetition and Reading, Sensing and Feeling Your Empowering Beliefs With Full Faith Every Day?

3

Your Deep Inner Goals (DIG)™ Define Your Future

*“Whoever convinces himself that he is not
worthy of first position has doomed himself
to failure from the very beginning.”
Mohammed bin Rashid Al Maktoum*

Welcome back! How did it feel discovering your new empowering beliefs? I want you to read your beliefs as well as your vision every single day. Maybe you too can write yourself a cheque of the amount you desire to have with a definite future date and a reason why you are getting the cheque, and let me know once the cheque is realized!

Lets move ahead with the STHW program and focus on an area that differentiates people who succeed and those who don't – *the power of goals*.

At school, I was taught algebra, trigonometry, complicated formulas and theorems as I am sure you were. I, however, never used any of those in my life (although these subjects are

surely very important to anyone wanting to pursue careers in these fields and also for the growth of humanity!). One thing that I was never taught about was Deep Inner Goals.

I was never asked to DIG deep inside my own self and discover what I want. Each individual is unique and special and each one of us has different desires and wants. Only if we understand what we truly desire and want can we be happy, healthy and successful.

*“Education is what remains after one has forgotten
what one has learned in school.”*

Albert Einstein

Some of the top CEOs, movie stars, sportspeople and the wealthiest people in the world are my private clients. They have all the material success and yet many a times they are unhappy, stressed and have troubled relationships. They seek my help to discover what’s missing. Having spent a lot of time with them I have discovered one of the main reasons for this unhappiness is that they are not being true to their inner values and their Deep Inner Goals (DIG) TM.

The Importance of Deep Inner Goals

Without an aim or goal, life becomes meaningless. Time has no value and people try to distract themselves with whatever they can. Do you know of such people? People who end up sending hours on social media watching funny videos or reading the most random of things? Do you know of people who end up playing hours and hours of videos games on their

cellphones? Or people who are constantly gossiping about celebrities, politics or the latest new story which has no real impact on their life?

It isn't their fault. The human mind is the most incredible creation. It has incredible power and always wants to be occupied. Whenever the human mind has no goal or point of focus, it tries to use up all the energy in doing something or the other.

During one of our seminars, a young man shared with me how he felt he spent most of his days doing nothing. He had a job, but even at work, he tried to get by doing as little as possible and ended up spending most of his time on Facebook and Whatsapp.

On digging deeper, I found out the reason for this was that he had absolutely no goal in life. Neither school, nor college nor his parents had taught him about the importance of having goals.

This is the reason why even though he was well educated, well read, intelligent, had money and led a comfortable life, without clear goals he felt lost.

He told me that the reason he had come to our seminar was to get some clarity and figure out what he should do as deep down he knew in his heart that if he had a real goal, he would be able to work towards achieving it.

Do you know of anyone like him?

*“If you fail to achieve your goals,
change the strategy, not the goal!”
Sri Krishna*

I shared with him as I am sharing with you now the power of Deep Inner Goals. It is a powerful system that I have developed with which anyone can tap deep within and find out what they truly want. They can get complete clarity on what they should do with their life and the time they have been gifted on earth.

Time is the most precious gift we have and what we do with our time defines our future. People with clear goals will always tell you how time is more valuable than money, because money can be saved and stored in a bank fixed deposit or Mutual Fund, but time can't. People without goals and aims on the other hand, will always tell you how they are free and are just doing *'time-pass'*.

Nobody who is successful and has clear goals is interested in time-pass or wasting time. They always want to make the most of their time. They value their own time, as well as that of everyone around them.

A person without goals walks, speaks and behaves differently. In fact, when you look at someone, you can tell simply by the way they walk, talk and behave if they have clear goals that they are passionate about or are simply in the process of *'getting-by'* and *'passing-time'*.

So what happened to this young man?

The more we spoke, the more secure and comfortable he felt and we formed a deeper connection. He felt he was being truly heard and started sharing and revealing more.

He shared that while his parents had provided him with a very comfortable life, they always had expectations from him which he could not connect with. His father, like his grandfather was a successful lawyer and so, he too was expected to follow suit. However deep down he was not passionate about law and wanted to do something more creative, but didn't know what.

So when he saw his friends enrolling for an MBA, he too decided to do the same. He studied hard for his entrance exams, got in and completed the course. While he felt no real passion or interest in the course, he somehow completed it.

He got recruited on campus and got a well paying job. Soon he discovered he had no drive for his work and went about his job mechanically. He felt his life was meaningless and was beginning to lose all hope. He was looking for answers when a friend of his told him about my seminars and he decided to give it a shot, even though he wasn't sure what a two day seminar could really do for him.

As he shared this, he got emotional and started crying. He was 25 and in all these years, he had never shared any of this with anyone.

I instinctively gave him a tight hug and told him that the best thing about him was that he already knew that he needed to have clear goals in life. He was luckier than so many others

who lived their life without even realizing the importance of having clear goals and a purpose. The fact that he had cried was good because he was releasing all that was pent up inside him for so many years.

I told him how I don't like or believe in telling people what to do. Instead, I empower them with strategies and tools that help them discover their own destiny. I guaranteed him he will not only discover, but certainly achieve his goals once he is armed with these strategies.

With these strategies, which I am also sharing with you, he would have complete clarity of his goals, purpose and most importantly these would be goals that would be true to his inner values, and not something forced upon him by anyone on the outside.

Within moments, his entire facial expression, body language and state of mind changed. He had a smile, he looked confident and there was a spark in his eye. He could sense my passion and certainty. He had hope and for the first time in his life, he could sense there was a way with which he could achieve what he truly wanted.

"I think happiness is a goal all of us can agree on.

Let's face it - we all would like to be happy."

Joyce Meyer

Not only did I share the strategy with him to discover his **DIG™**, my team followed up with him six months after his experience with STHW.

He had discovered that his true calling was advertising as he had always been fascinated by ads ever since he was a young boy.

He took immediate action and started applying to every big ad agency in the country. He would email, call and even land up without an appointment at their office. He finally got a job as an intern with a global ad agency. There was barely any money, but he didn't care about it as he was passionate about learning and achieving his goals. He worked super hard and everyone could sense his passion and his hunger to learn everything he could about advertising.

He stopped wasting time and used every moment to learn more and also give as much as he could. The boss of the ad agency loved his passion and desire to learn so much that within a month, he was promoted and made a full time employee even though he had no formal degree in advertising. In the next three months, he became one of the most valuable employees in this company, meeting new clients and making new friends in the process.

What was the change that happened in this young man's life? Was it something magical we did at our STHW seminar? Or was it simply him discovering the importance of his Deep Inner Goals?

What Are Your Deep Inner Goals?

*"We are kept from our goal, not by obstacles,
but by a clear path to a lesser goal."*

Sri Krishna

The most powerful daily routine I practice that has brought in immense change in my life is to look at, read, visualize and feel my goals every morning as soon as I wake up. After I get up and thank the Divine, I read my small pocket sized notebook.

This notebook is worth millions of dollars to me, because I have written and keep writing all my goals in it. I have written my personal goals, health goals, relationship goals, life goals, career and business goals, mental goals, emotional goals, financial goals and spiritual goals.

These are goals that are all true to my inner values and beliefs. Reading these goals ensures every part of me is working towards achieving them while being happy and having fun. It is so much easier to achieve my goals when I am in a playful state filled with happiness and positive energy.

Having a notebook where you can write and read your goals daily is a great tool that has helped me reach where I am today. Everything I write becomes true and there is a powerful reason behind this. Whenever I write my goals, I truly have complete faith and belief in them. Secondly, since I now know what I want, all I need to do is take action till I achieve what I want.

By writing things down on paper, I can think more clearly.

It is a habit anyone can develop, yet every time I ask people who have come to our STHW seminar for the first time, barely 5% of the people have clear written goals and maintain a notebook. But once they start practicing the strategy of

maintaining a success notebook, things start changing immediately.

They suddenly start meeting new people who can help them achieve their goals. They suddenly discover information that will help them get closer to their goals faster. All of this happens because they have brought clarity to their life by writing down what they want to do with their life. The haziness and confusion in their mind disappears and they now have a clear focus and goal in life.

I will now share this powerful strategy with you. You must not only practice it yourself, you are also free to share it with your family, loved ones and friends. Knowledge grows by sharing and the more you share, the more you learn.

The first thing I want you to do is take a blank piece of paper and ask yourself – What are my deep inner goals? What would I do with my life if I had no boundaries? What would I do with my life if I had all the contacts, knowledge and money in the world? Would I continue doing what I am doing now or would I do something different?

Do You Want Rs. 100 Crores?

Let me help you to make things simpler, so that you can discover your true inner goals. I have done this with several people and it has worked every single time. Coming back to the Rs. 100 crores, what if I told you I will give it to you right now? Yes, you heard me right.

I want you to imagine and visualize Rs. 100 crores entering

your bank account as you read this. Start believing you have this money in your bank account. How does it feel? Doesn't it feel incredible? I'm sure it does! (If Rs. 100 crores is less for you, make it Rs. 1000 crores! ☺) Now think honestly and tell me what would you want to do in your life?

The above exercise works so well because it removes the restrictions people have in their mind. The human mind can believe anything it wants to – so why not start believing that you are blessed with all that is wonderful.

Most people have fears when it comes to money. They think that if they actually did what they truly wanted, they wouldn't have money. On the contrary it is quite the opposite. When people discover their true inner goals and do what they love, they end up having much more money than they need.

This is because now they aren't working for money, but out of passion and a desire to be the best at what they do. Money and wealth are attracted to *them* because they are so much better than those who are doing things out of compulsion

Look around you and you will see that the wealthiest people are the ones who are doing things they love. It's never people who have been forced into doing something by someone else.

*“When You Do What You Desire –
You Start Living.”
Yogesh Chabria*

Once you let go of your fear of money, the next thing that I want you to do is think about what you would do if you were

guaranteed to succeed. What if you could do anything you desire and there was no way you could fail? Would you do it? If success was definite, what is it that you would really want to do?

And finally and most importantly, what are the things you that love and enjoy doing the most? Is there something that you can carry on doing for hours together and not realize how time went past? Is there something you get completely immersed in? What makes you truly happy? What are passionate about?

The Eureka Moment When You Discover What You Want

For some people, finding out their deep inner goals takes a few days while for many others, it happens in a few moments. You too, will discover your deep inner goals.

I want you to ask yourself the above questions and the answers will come to you. Keep your mind free and relaxed. Usually it happens in the most unusual of places - in the bathroom for instance or near the sea or while walking under a sky filled with stars and a bright moon. *And when you have that answer, it will change your life and destiny forever!*

“Eureka! - I have found it!”

Archimedes

It happened to Archimedes when he was relaxing in a bath tub that he suddenly found the solution to measure volume with water. He was so excited that he shouted Eureka and started running around naked.

The Eureka effect is when someone discovers something incredible in an instant. And so many people have had such moments!

Isaac Newton had such a moment when he was sitting under an apple tree, enjoying the fresh air ripe with the aroma of the apples. When an apple suddenly fell on his head he asked himself – “*Why did the apple fall on my head?*” It was then that he discovered gravity which laid the scientific foundations for planes that fly that take us around the world and even space travel.

How Challenges Help You Discover Your True Values and Calling

Many a times you will face extreme challenges and hardships to really discover your deep inner goals. Mahatma Gandhi was leading a comfortable life as a lawyer in South Africa. But it all changed one day when he was travelling by train for work. Wearing a well-tailored suit, he was sitting in first class when he was suddenly asked to get off by the ticket collector because he was not white.

Shocked, dismayed, humiliated and hurt by this racial discrimination got him thinking. The anger and sadness motivated him to use this energy to discover his deep inner goals.

He discovered that he believed in the values of freedom and equality for everyone, irrespective of their skin color or race. He wanted a world which believed in independence, equality and democracy.

But while he wanted to fight for these values and goals, he also had another value and deep inner goal- that of non-violence.

He started the fight in South Africa and his journey bought him to India – both under the rule of the British Empire at the time.

The British empire covered so much area on the planet that it was said that the sun never sets on the Empire. How did one man, without any special super powers bring down this empire that had all the money, military might and political power?

Because this man was true to his deep inner goals. This man was true to his values and was able to motivate and inspire millions to fight for freedom without the use of violence.

It was the first time in the history of mankind that a single man, without using any violence inspired over 350 million people to fight the mightiest empire known to mankind.

This is the power each one of us has within us and this is the power that gets unleashed once we are true to our values.

Imagine what all *you* can truly achieve – I guarantee you, whatever you imagine can be achieved if you have complete faith in it.

*“Intelligence Without Ambition
Is A Bird Without Wings”
Salvador Dali*

Clarity of Goals With A Definite Date Where They Have Already Been Achieved

Once you discover your goals which are true to your values, I want you to write them in the simplest and clearest way possible with the belief that you have already achieved them on a definite future date. It is very important to put down a date in order to have a definite time frame and I can't emphasize enough how important this is.

So even when I work with some of the world's largest Fortune 500 companies, I show them the power of setting goals with definite time lines to achieve those targets. I have never seen a successful company or person who has achieved goals without a definite target date and complete clarity on how to achieve that goal.

Your goals need to be specific and not vague.

So for example – I wish I was rich or I wish I was happy or I wish I was healthy or I wish I found true love – are not goals. These are mere fantasies. The above can be converted to realities by making your goals real.

To make a goal real, it has to be very specific and you have to believe you have already achieved it.

Here are some examples of goals people have written and gone on to achieve -

I know of people who have increased their sales several times, and in turn their incomes and standard of life by simply

writing one line and reading it, feeling it and believing it every single day, and of course taking action on it. This applies to every area of life -right from physical, mental, emotional and spiritual well-being to relationships and career goals.

I have increased my sales by 5 times by in the next 12 months i.e. by 28th October by calling and meeting clients with larger budgets every single day.

I am filled with energy, health and have lost 8 kgs by 25th December by eating healthy, exercising and laughing more every day.

I am happy, fulfilled and have great relationships with my family and friends.

By 14th February I have met a wonderful person who is caring, understanding, funny and loves me for who I am as I am open to receiving and giving love.

By 1st January I have successfully auditioned for the best roles and signed on by the biggest movie studios. I am a successful actor and entertain millions of people.

I have come first in my exams by 15th March as I have studied with complete focus and dedication so that I am the world's best engineer.

I am the world's best doctor and have become the most respected specialist in my field by 6th February as I heal people and change their lives.

I have built the world's most innovative company by 13th November that solves the problem ofhunger....energy....transportation....

Go ahead, be creative and write down your goal. It can be as unique as you want it be, but make sure it isn't just a wish - put a specific date to it and make a plan on what action you need to take to achieve it.

The goals that you can have are unlimited. Make sure you focus on your most important priorities first.

After you have written down your goal, make sure you read it at least twice a day – once in the morning and once before going to sleep. This will ensure your conscious as well as sub-conscious mind works towards achieving your goals.

Once you have complete clarity within you, you will always be looking towards how you can achieve your goals. Now every time when you meet someone, watch TV or read the newspaper, your mind, body, heart and soul are constantly looking for solutions and answers to achieve your goals.

This works with the smallest of things – have you noticed how when you want to buy a particular car, you suddenly start seeing more of that car on the road? The car would have always been there, but once you make up your mind, you start noticing that car more.

Also do keep in mind that our goals keep changing – as you achieve your goals, you will set up newer goals that are even bigger!

“It Always Seems Impossible Until It’s Done”

Nelson Mandela

Even Arjuna Teaches Us About The Power Of Goals

When I was a small boy I used to listen to the story of Mahabharata and remember how ever since a young age Arjuna knew he wanted to be the world’s greatest archer. It was his Deep Inner Goal (DIG)™.

While at *gurukul* with his brothers and cousins, their teacher, Drona, once gave them a test. He put up a wooden fish tree and asked all the students to shoot the eye of the fish. But before any of the students could even take aim, he asked each one of them what they could see.

Different students gave different answers:

“I can see the fish.”

“I can see the tree on which the fish has been put up!”

“I can see the birds around the fish”

Not satisfied with any of their answers, Drona did not let any of them take the shot. None of them were focused on the goal and target. Finally, Arjuna replied “I can only see the eye of the fish. I can’t see anything else!”

Drona smiled and asked him to shoot. Arjuna took aim, shot his arrow which went and directly hit the eye of the fish, *the goal*.

Arjuna teaches us the power of goals. Once we look at only what we want and nothing else, we will definitely hit our targets!

When Will I Discover My Deep Inner Goals?

Imagine if you were in the Stone Age when mankind had still not discovered fire. One day you started playing with two rocks and kept rubbing them together, over and over again. Suddenly, one fine day you saw a spark and that spark lead to humanity discovering fire. That led to us using fire for heat, protection against wild animals and cooking our food. It laid the basis for manufacturing, lighting, transportation, energy generation, air travel, space travel and so many other advances made my civilization.

Your deep inner goal is like that spark. Once it lights, it lays the foundation of all the wonderful things you will achieve in your life.

If you have not yet discovered your deep inner goals, it is perfectly normal. Continue reading and proceed with the program. Simply become conscious and tell the Universe to show you what your deep inner goals are. Don't put any pressure on your mind to come up with an answer. You can't force yourself to discover your inner most desires. Imagine forcing someone to love you or to laugh at your jokes – these come from within and can't be forced.

Going out in nature - near the beach, in the mountains, near a river or in the jungles, dancing, going for a swim, jogging, meditation, laughing, having a spiritual experience are all

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excellent stimulants for you to connect deeper and discover your deep inner goals.

Your deep inner goals will be revealed to you in the most amazing of ways. You will know it yourself, and that will be your Eureka moment!

*“You Will Get Answers Only If You Ask Questions”
Yogesh Chabria*

STHW Activity Sheet 3

Why have you been gifted this life?

What are your goals in life?

4

Gift Yourself the HOPE™ Plan

*“As we look into the next century,
leaders will be those who empower others.”*

Bill Gates

I’m sure you must have exercised your mental, emotional and spiritual muscles while trying to figure out your Deep Inner Goals (DIG)™. Once you discover with complete clarity what it is that you want to do with your life, it is time to move to the next and the most important part of our STHW program.

For some people they can tap into their Deep Inner Goals within moments while for others it can take a few days. But, what is certain is that once you start asking yourself questions and start thinking about your Deep Inner Goals, you will definitely get the answers.

In case you don’t have complete clarity yet, it is perfectly normal. You have planted a seed in the form of a thought in your sub-conscious mind and you will discover this clarity.

The Story of A Seed

“Great goals desire even greater plans.”

Yogesh Chabria

I love nature. I love being in the company of trees, birds, flowers, the ocean and the mountains. It fills me with immense power and helps me appreciate life even more.

I was once eating a very nice, delicious juicy grapefruit. I liked it so much that when I had finished eating it, I wondered how nice it would be to have more of them. I took a couple of seeds and decided to plant them.

I visualized having a nice big grapefruit tree that would give me lots of juicy fruits.

I then went on to plant the seed in a small pot with rich dark soil and kept the soil moist, until the seed became a small sapling. After that, I put the sapling in the soil, and regularly watered it, made sure it got adequate sunlight and that no pests or wild animals attacked it. I nurtured it till it finally become a strong tree and was able to protect itself. As it grew it almost automatically started to give me fruits.

Our life too is like that. Every goal and vision we have for our future is like a seed. We need to plant this seed in our mind, body and soul. But simply planting the seed is not enough, we need to plan and take action.

Merely thinking about having a grapefruit tree would have got me nowhere. I actually did the research on how to plant the seed, the ideal soil conditions, watering and the amount of sunlight it would require.

With this knowledge and information I planted the seed which has given me wonderful fruit. Similarly with every goal in our life, we need to make a simple plan and take continuous action on our plan.

Action with proper planning is one of the greatest success tools.

How Do I Make An Action Plan?

*“Our goals can only be reached through a vehicle of
a plan, in which we must fervently believe,
and upon which we must vigorously act.
There is no other route to success.”*

Pablo Picasso

During my seminars, a lot of people ask me how they can make plans. On the other hand those who come from a business and managerial background often talk about complicated business plans that run into several pages.

I have never understood long and complicated life and success plans. Whenever I see a plan that is more than a single page, I get confused and ignore it. Over the years, I have designed a very simple, yet powerful, **Happionaire’s One Page Execution (HOPE)™ Plan**.

Your HOPE™ Plan should have simple steps on which immediate action can be taken. The best plans are those which show you how you can take action. They are like maps that can be followed to reach your goals.

Don't make it complicated because then it becomes difficult to follow and take action on.

The first thing you need to do is write down your goal on the top of the page. Write it down with the belief that it has already been achieved, the way you learnt in Chapter 3 on your Deep Inner Goals (DIG)[™].

Once you have written down your goal, ask yourself these questions –

What do I really need to do to achieve my goals?

Who are the people I need to meet?

What are the skills I need to have?

What skills can I develop myself?

Do I need to take the help of other people who already have those skills?

What sort of action do I need to take?

How much time do I need to invest every single day to achieve my goal?

What assets do I need to have?

How can I acquire these assets?

What actions do I need to give topmost priority to?

What actions will give me the maximum results?

The more questions you ask, the more answers you will get. Once you have a series of answers, you can make a list of the actions you need to take. This becomes your plan!

Here is an example of a **HOPE™ Plan** someone made who wanted to become a master of selling and radically improve his financial situation. Notice how he made his goal very personal.

Goal:

I Have Increased My Sales By 300% By 31st December. My Company Has Given Me A Huge Bonus With Which I Have Bought A New House. This Makes Me, My Wife And Children Very Happy!

My HOPE™ Plan of Action is:

- 1. Make a list of the Country's Biggest Customers who can benefit from my product immediately**
- 2. Find out everything I need to know about the Biggest 20 Customers**
- 3. Call each of them, let them feel the excitement and passion in my voice and fix a meeting**
- 4. Meet them, establish a Rapport in the first 30 seconds and let them know how I care for them**
- 5. Make the Sale and then ask for a reference**
- 6. I promise and guarantee myself to follow this plan**

every single day and grow my customer base. I am the best and I can achieve anything I put my mind to!

He made this plan and followed it every single day. At first, he was having challenges getting the appointments, but he kept calling, he kept trying and finally people could sense his passion and he got the meetings he wanted. And the more meetings he got, the more sales he started making.

He met the biggest potential customers by overcoming his fears, and the more people he met the more confident he got. Soon he started making big sales. Each big sale led to another and by 31st December, he had grown his sales by almost 250%! He didn't achieve his target of 300%, but he knew he would soon!

Here is another HOPE™ Plan made by a woman in her mid-30s who had a personal health goal. She put the date as 15th March, her birthday.

Goal:

I have lost 10 kgs and am in a state of perfect health by 15th March. I'm mentally, physically and emotionally super healthy and strong.

My Happionaire's One Page Execution Plan is:

- 1. I sleep early by 10 every night. I turn off my cell-phone, TV and WiFi by 8 in the evening so that I can sleep better.**
- 2. I wake up every morning at 6, feeling alive, rested**

and filled with positive energy.

- 3. I have a glass of warm water, eat some dry fruits and go for a 30 minute walk on the beach.**
- 4. I practice Yoga for half an hour every day.**
- 5. I meditate for 20 minutes.**
- 6. I have a healthy breakfast of fruits, porridge, cereals or parathas.**
- 7. Throughout the day, I have my meals on time and regularly eat some fruit or nuts.**
- 8. I eat only healthy home food. I eat out only if it is unavoidable.**
- 9. I eat everything in moderation that is good for my mind and body and makes me feel nice.**
- 10. In the evening, I put on music and dance to relax and have fun.**
- 11. I meditate before going to bed.**

She made it a habit to read her HOPE Plan every single day in the morning and before going to bed at night, and she made it a part of her daily routine.

She followed the above plan religiously and by her birthday, she didn't just attain her goal of losing weight and feeling

healthy - she felt her productivity had increased several times, she felt calmer, happier and had peace of mind. This led to excellent relationships with her husband, friends and family.

Now the plan has become programmed into her internal software and she has turned her life around.

There are so many people who have re-designed their life. Here is a HOPE™ Plan made by a young college boy wanting to do an MBA and become financially independent.

Goal:

I have got admission into IIM by 30th November. I learn, make new contacts, do live projects and make new friends. I have a beautiful girlfriend who loves and supports me. I finish my MBA and have an excellent job with a top consulting firm where my pay package is Rs. 50 lakhs.

My Happionaire's One Page Execution (HOPE)™ Plan of Action is:

- 1. I join a top coaching class and prepare for my MBA entrance exam.**
- 2. I work hard in a disciplined manner to achieve a top score by practicing daily. Nothing distracts me from my ultimate goal. I'm like Arjuna!**
- 3. I take timely breaks to take care of my health and stay balanced.**
- 4. I get a top score and have an excellent interview! IIM**

wants me desperately!

- 5. I get an educational bank loan to finance my course which I will repay with my salary in two years.**
- 6. At IIM, I take part in many projects and activities. I'm friendly and helpful. I make new friends and contacts.**
- 7. I am confident about myself and meet a wonderful girl who is special. We love each other a lot.**
- 8. I get an excellent summer internship to learn about consulting.**
- 9. I have topped my class and have got an in-campus placement with a top consulting firm. They are very impressed by my confidence and hunger to succeed.**
- 10. I have a yearly salary of Rs. 50 lakhs. They are paying me this money, because I bring their company over Rs. 50 crores in benefits.**

As you can see he made his HOPE plan very personal and followed it every day. He put all his emotions into it and even wrote about having a girlfriend. The thing about a HOPE plan is that it should speak to you in a language you understand. It should connect with you at a deeper level.

By now you must have realized the power of HOPE plans. He got admission into IIM, he made friends, found a wonderful girlfriend and got placed at a salary that was among the

highest in his batch.

Does all of this sound magical?

Indeed it does! We all have so much power within us – all we need to do is tap into it!

What is it that you hope for?

Whatever you hope for or want can be achieved as soon as you make your own personal **HOPE™ Plan** and put it in action. Today you are reading this book because I too used the strategies of the HOPE™ Plan to change my entire life. I took massive action every single day and made the most of every moment.

If I can do it, anyone can!

“Mix a little foolishness with your serious plans.

It is lovely to be silly at the right moment.”

Horace

Succeed The Happionaire® Way

Make your own personal HOPE™ Plan Here:

Goal

[illegible]

My Happionaire's One Page Execution (HOPE)TM Plan of Action is:

[illegible]

5

Take Action NOW!

*“The best way of learning about
anything is by doing.”*

Richard Branson

I’m sure by now you would have started experiencing the benefits of this program.

You would have started believing that you can live your dreams by converting them into goals and creating a real vision. You would have started using the power of your own beliefs to empower yourself and change your mental, physical and emotional state. You would have tapped deep inside to discover your true goals and passion and figured out your Deep Inner Goals (DIG)[™] and after that you would have developed a simple, yet powerful HOPE[™] plan.

Now it is time to move further into the program. By now you would have realized the importance of taking action. I stress on this over and over again, and this is one of the biggest secrets of people who succeed.

“Knowledge is power, but only if you use it and take action. Otherwise it is just a bookstore or a library!”

Yogesh Chabria

All that you have learnt, practiced and experienced till now really adds value only when you put it in practice by taking action immediately. That is why I always tell people to *Take Action Now!*

Without action, right now, you won't experience any major benefits. Imagine someone having read and learnt all about exercise by reading a book or spending time with a trainer. However all that this person does is sit in front of a TV or behind a desk all day long. Do you think this person will get any benefit of the knowledge they have? Do you think this person will feel energetic and get fit? Or will this person simply be lethargic, obese and unhealthy?

So many people have great ideas and thoughts, in their head, mentally they are quite ambitious too, yet they are unable to achieve anything because they lack the power to take continuous action and execute. Some people start of great, but as soon as they face a few hurdles, they get frustrated and give up. They are not persistent enough to take continuous action.

How Do I Take Action Now?

The best way to take action is to start small. Look at your HOPE™ plan and then make yourself a to-do-list today. In the beginning keep the list short, and put only a few things you need to do immediately that will bring you closer to your

goals. Give yourself a specific timeline in which you will be completing those activities.

After that, take action immediately and start doing the things you have on your to-do-list. At first it might take some time just getting started - here you need to use your will power and push yourself as hard as you can. This is more mental than physical.

As soon as you start, you will suddenly realize that you are getting in the flow of things. The more action you take, the more momentum you gain, the more goals you achieve.

"If not now, when?"
John F. Kennedy

Try this small exercise. Let us say your goal is to get healthier and fitter. You can make yourself a similar to-do-list as the one given below.

Three Things I Need To Act On Today –

1. Go and buy a new pair of sports shoes, t-shirt and shorts.
2. Download some nice, fun music on my phone.
3. Wear my new shoes and clothes, put on some fun music and walk for thirty minutes in the park.

Something like the above plan works very well. Each action builds up momentum and excitement for the other. When you take time out and visit the store to buy a pair of new sports shoes and clothes, you are training your mind and

body to take action to achieve your goal of physical fitness. It is a very small step, but it builds momentum. It gets your entire mind, body and spirit ready for what is coming next.

Next, when you download fun music onto your phone, you are making it enjoyable for yourself. Again it is a small action that is preparing you for the next and gradually you move ahead.

Finally, when you go to the park and start walking in the middle of nature, you will feel a sense of accomplishment. In the beginning, if you have never done this before, you might be tempted to give up in 5 or 10 minutes. But if you give yourself a chance and continue walking, the cool breeze, the trees, the sound of the birds and the music will make it enjoyable. Soon thirty minutes will pass and you will even feel like extending your walk.

When you continue this every single day, you will not only start enjoying it, you will also meet new friends in the park. You will enjoy the feeling of accomplishment you get after finishing your walk and gradually start extending it from thirty minutes to forty minutes to an hour.

Within 21 days, this action of yours of going for a walk to the park becomes a habit. Here it is very important that you stick to taking regular and continuous action every single day. You will love your daily walks and no matter where you are, you would want to go for a walk at the same time.

Soon you feel fitter, healthier, look better, lose weight and have new friends. Your energy levels have increased and you

want to achieve and do more.

That one action of buying a new pair of shoes leads to so much more.

You can start taking such action in every other area of your life. So for example if you want to increase your earning capacity, or get a new job, or find a life partner, all need to do is make a list of a few simple steps you must take immediately to get started.

In the beginning it may feel hard to start. Mentally it is always easier to put things off for 'tomorrow' but the best part is that once you start taking action it becomes difficult to resist going with the flow and you continue to move forward on the path that takes you to your goal. Continuous action is what brings huge impact.

When a small snowball that is thrown down a hill, as it moves down, it becomes bigger and bigger, till it becomes so huge that it is absolutely unstoppable. For you to become truly unstoppable, all you need to do is start taking action on what you want and you will experience the power of your own inner strengths.

Starting Now Is Better Than Waiting for a Perfect Tomorrow

*"Taking imperfect action in the present is better
than taking perfect action in a tomorrow
that will never come!"*

Yogesh Chabria

My own experiences have shown me there is much more power in taking immediate action right now, rather than waiting for a perfect tomorrow. In my life, whenever I have taken immediate action, I have benefitted – even if what I did might not be perfect. I gained experience and improved myself along the way.

Whenever I sense an opportunity, I don't wait for anyone or anything, and simply grab it. Today, whatever I have done is because I don't believe in wasting time and take action right away. Time, after all, is the most precious asset that can't be stored or saved in a bank or Mutual Fund.

So if I sense I can impact the lives of hundreds and thousands of people in a new city by organizing an event for them, I don't hesitate to let them know about it. Many a times when I meet heads of companies while travelling and strike a genuine friendship and rapport with them, if I feel that I can help and bring in real change, I immediately tell them something like this "Let's organize a seminar for your people next month! I can help you increase happiness, passion, sales and business by over 100 times!" or "Buy 50,000 copies of my book Succeed The Happionaire Way and gift it to all your employees! It will change their life!"

I say this with full faith, belief, conviction and confidence!

I don't wait for my wonderful team to contact them and work out the details. I love striking deals immediately – everywhere!

Sometimes my writings may even have a few typos - my first book Invest The Happionaire™ Way, had some typos, but I

wanted to make sure it is released as soon as possible and at the same time, help people learn about the world of investing and finance.

It went on to become a huge bestseller and led to one of the most successful book series ever. Had I waited for a better tomorrow, this wouldn't have been possible.

I'm not an English professor, but an entrepreneur who simply wants to share ideas in a way that can impact people's lives. I want my ideas to create real world impact and inspire people to take action. That's all.

*"The future isn't going to be about people who can
spell correctly, but those have the
best spell checkers!"
Yogesh Chabria*

The biggest companies in the world today – whether it is Microsoft that launched Windows and made it a global standard, or anyone launching a new app or software, know that the first versions always have bugs and there will be a scope for improvement. But what is important is to *launch by taking action*.

Had Bill Gates not launched Windows when he did, even though it had some bugs, he wouldn't have managed to create history and become one of the world's richest people. Had he waited, someone else would have moved in and taken away a once in a lifetime opportunity.

History is filled with such cases - great inventors, actors,

business people, doctors, engineers, authors and people from all walks who benefitted because of taking action before others. On the other hand, there are millions of others who have lost priceless opportunities because they didn't take action and someone else did.

Perfection is not what is important – achieving goals and growing as a person is. Learning every moment is what is important. If you wanted perfection, you would have never learnt to walk or talk – because whatever we do in the beginning is based on trial and error and we improve along the way.

It Is Never Too Late To Take Action

I spoke to Neerja Birla, founder and chairperson of the MPower movement and Chairperson of The Aditya Birla Schools, about what motivates her and her thoughts on success.

Born as the youngest child in a loving, joint family she was pampered and protected by her parents, uncles and aunts. While growing up being a girl can often bring several challenges, Neerja never faced any gender bias at home and was always encouraged to do what she wanted. She had a wonderful childhood, playing games like *chor-police*, hide and seek and i-spy with her friends and the fun continued when she started college.

Neerja happily reminisced about taking “Bus No. 83” to college every day and later, even learning how to drive on a Maruti 800 at the age of 18 when driving was still uncommon, even more so for women.

Another big change happened in her life at the age of 18, when her parents arranged a match for her and she got married. While she wanted to study Psychology, she put her plans on hold temporarily and focused instead on her new family and life.

She travelled with her husband to England and America and supported him as he pursued his higher education. Neerja honestly admitted that she regretted not having taken the opportunity to complete her studies while she had accompanied her husband for his education.

A part of her felt incomplete.

She ended up devoting her time and attention to her family and once her children were grown up, to her work. But in spite of a flourishing personal and professional life, that spark to achieve her goal of completing her education lingered.

With the support and encouragement of her family, especially her children, although it took her 8 years, she obtained her BSc in Psychology.

It happens with a lot of us that sometimes other things take priority and our inner most goals and desires take a back seat but it's never too late to do what you truly want – all it takes is action!

“It is very important to have belief and faith in yourself because whenever you go through some temporary challenges, or something pulls you down, your belief and faith will

*help you rise. All of us go through such
a phase at some time or the other.”*

Neerja Birla

Keep trying and taking action on your goals! Every little triumph adds up and makes you feel nice and gives you the boost to continue.

In spite of all her success and coming from one of the most illustrious business families in India (Her husband, Kumar Mangalam Birla, is the Chairman MD of the multi-billion dollar Aditya Birla Group), she continues to work towards achieving more and taking action.

How Taking Action with Visualizations Made Me Fly High!

*“Create a vision of who you want to be, and then
live into that picture as if it were already true.”*

Arnold Schwarzenegger

I have developed a strategy called **Real Action Visual Empowerment (RAVE)™**. I have used this strategy hundreds of times in my life to achieve various goals and shared it with people all over the world so they too can benefit from it.

I will share now share a personal example of how I used this strategy to achieve one of my goals. The first time I used this was when I was in school. I was a mischievous kid, very talkative, loved playing pranks and joking around. In fact, I was almost suspended from school once because of one of my pranks. I used to read a lot but never focused on memorizing things that didn't make sense to me.

At the beginning of the 10th Grade, the year of our Board Exams, the school announced that whoever comes first would win free return air tickets from Iran to anywhere in India. As soon as I heard that, I knew I wanted that return air ticket.

I started by first visualizing how I have come first. I visualized how everyone at school is cheering for me, as I am being given that free air ticket. That my parents, sister and entire family love me even more and are so proud of my achievements. I imagined beautiful flight attendants greeting me inside the plane and congratulating me for my success. I created a fantasy in my mind of the wonderful things that will happen to me when I come first.

I made posters that read “I am the best and have come first!” and “You can do anything you desire!” and put them up on my study desk. I even put up a poster of a plane.

Along with this visual empowerment and using positive emotions, I also took real action. I practiced and studied late into the night. I solved the exam papers of the previous ten years of all the subjects. I figured if I solve the previous years’ papers, I will have a good idea of what to expect. While I practiced complicated math exercises, I knew in my mind what all this was for - the ultimate reward which was the free air ticket and glory! And this is what kept me going – my ultimate goals.

Soon it was exam time, and unlike most others around me, I felt very relaxed, and would usually be cracking jokes. I never got nervous and gave my best during each exam. I secretly

even carried some raisins and nuts to munch on while writing my papers and had them every 45 minutes or so. This gave me additional energy and also helped me think better, while being in full control.

Finally, the day of the results arrived. Since I wasn't the studious type, my mother suspected me to fail and in order to distract herself fried *pakodas* late into the night.

We checked my results online and my parents were relieved that I had passed in all subjects. After a little while, we found out that I had not only passed, but had actually come first in the whole country. I was overjoyed, everyone else was in disbelief. Nobody had expected me to come first as I was amongst the most mischievous kids at school. I got to experience the glory and also enjoy the free plane rides that I actively worked towards.

This is the power of **Real Action Visual Empowerment (RAVE)™**. What I did is something that can be done by anyone in any of area life.

Once you have a goal, start visualizing that you have achieved it and surround yourself with it. Put up pictures and posters of your goal all around you. And most importantly, take massive action. That action will become more effective with the power of your visual empowerment.

What Is Stopping You From Taking Action Now?

*“It’s hard, sometimes, when nothing’s
stopping you, to know what’s stopping you.”*

Robert Breaul

Many people know it is important for them to take action, and yet somehow they don’t. Do you know anyone like this? They know it is good to exercise, yet they don’t. They know it is good to love their family and friends instead of spending time on their phone, yet they don’t. They know it is important to go on a holiday and disconnect, yet they don’t. They know it is time to start pursuing their dreams, yet they don’t. Do you know people like this? What is stopping people from taking action that will really change their future?

The answer is simple - they have formed habits that stop them from doing what is truly good for them. Over the years, they have programmed their mind and body to do things that are not in their best interest. It isn’t entirely their fault; nobody around them taught them the power of habits.

They might have formed the habit of eating junk food and not exercising or to look at their phone every 5 minutes or even the habit of not starting anything new. After all you can’t fail if you don’t start anything new, can you?

Pause and observe your own life. What habits do you have that are adding value? Do you feel you have any habits that need to be changed?

What are your goals that you really want to achieve? Do you have any habits that are stopping you from taking action right now?

The good news is that habits can be changed. No matter for how many years you have had a certain habit, that habit can be changed by replacing it with a new habit.

So for example if you have a habit of eating junk food that isn't adding to your health, you can change it by replacing your urge to eat junk food with a bowl of fresh, juicy fruits.

Or if you have the habit of having negative thoughts, replace them with positive thoughts of love, compassion and happiness. In the beginning it will take effort and you will need to use your mental muscle power. But as you work on it, your mental muscles will get stronger and stronger, till this new habit takes place of the old one.

Successful people program themselves to have habits that are good for them. Habits are automated and don't require any effort.

Think about your driving routes. If you drive on a single route every single day, soon you will be tempted to drive on that route even if you have to go elsewhere. This is because this has become a habit engrained deep inside you.

Now imagine the power good habits will have on your life!

*“Bad habits form a vicious cycle. Great
habits form a virtuous cycle!”*
Yogesh Chabria

Biggest Reasons Most People Don't Take Action

My work with people all over the world to inspire and help

them take action and change their life has shown me some patterns and programs. These patterns are what usually stop most people from taking action. Anyone who overcomes these patterns and thought processes can take action. The biggest reason most people don't take action is fear.

What Does Fear Do?

*“Don't let your fear of what could
happen make nothing happen.”*

Doe Zantamata

Fear is a very strong emotion that leads to others emotions. Have you ever felt fear? What happens to you when you are in a state of fear? What happens to your mind where you are afraid? What happens to your body when you are scared? What happens to your heartbeat? What happens to your palms? Do they get all sweaty? Do you panic? Are you able to think clearly in a state of fear? In fact, I'm sure just thinking about fear right now is making you uncomfortable, isn't it?

Fear paralyzes you from moving ahead. Fear of failure, fear of rejection, fear of not being accepted, fear of being ridiculed, fear of humiliation are all things that stop you from taking action. It leads to a lack of confidence. It leads to laziness, lethargy and procrastination.

When you have fear within you, you won't do anything. You will hesitate to speak to that wonderful boy or girl who can become your life partner, with whom you can share laughter and lots of love. You will be afraid to speak to someone who has the power to change your financial destiny by giving you

a better job or a new business opportunity.

Fear will stop you from starting anything new. It will mentally tie you up and you're your growth.

When fear starts dominating your life and decisions, you can't think clearly. You become closed to new ideas and new ways of doing things. This slows you down and makes you go inside a shell.

Overcoming fear leads to action. A lot of times, once people realize that fear is stopping them, they ask me – “Yogesh, how can I overcome fear?”

Here's what I share with them.

What is the best way to overcome fear?

“Be not afraid of anything. You will do marvelous work. The moment you fear, you are nobody.”

Swami Vivekananda

The best way to overcome fear is very simple - face it! Look it directly in the eye and instead of running away from your fear, move closer to it. Don't hide from what you fear, instead seek it out boldly. Once you do this, your fears will start fearing you!

Fear isn't real and it's merely a construct of our mind. What you fear today will be irrelevant tomorrow. Look back at your own life, the things you feared as a small child don't matter at all today. In school you might have been afraid of

a certain teacher or a certain subject, today it seems like a distant dream. When you look back now, it might seem like something so silly to have been afraid of.

Our fears get magnified in our mind. Only when we face them boldly do they disappear. Whatever your fears are, I want you to start facing them right away. You can face them mentally or physically.

So let us say you are afraid of meeting people or speaking to them, go out and face your fear. Just start speaking to people, it could be a colleague, classmate or a complete stranger. In the beginning you might feel nervous, but gradually you will overcome your fear and start enjoying what you are doing.

On the other hand, let us say you have a fear of failure – face it mentally. Think about your life and let your mind know that failure is not permanent. Anyone who has tried something new has failed temporarily. That is how we grow as human beings and progress. I learnt to walk because as a child I fell. I learnt to speak, because I babbled and made mistakes. I learnt to ride a bicycle because I banged my cycle and bruised my knees. Had I stopped trying to walk the first time I fell, or stopped speaking the first time I made a mistake or stopped riding my bicycle the first time I banged it, I would never learnt and grown.

It is only when you face your fears, mentally or physically, that you will overcome them. And at the end of the day, what is there to fear and worry about? We are all on this planet (or Mars, in case you are reading this there!) only for a limited time. So we might as well live every moment filled

with passion and courage.

How I Was Forced Into Overcoming My Fear of Public Speaking

“Every time I ran from my fears, they grew bigger.

*The moment I faced them boldly,
they got scared of me and ran away.”*

Yogesh Chabria

Sometimes we may also need others to push us into overcoming our fears. This is what happened to me when I was in the 8th grade while growing up in Iran.

I had recently shifted from the Tehran International School to the Indian School in Iran. I was one of the only students who knew French and the Principal at my new school had asked me to recite a French poem in the morning assembly. I had never spoken in front of a crowd before and I was terrified of public speaking. And I had no choice since I couldn't say no to the Principal.

When I thought about it I realized the good thing was, at least nobody at school understood French, so even if I made a mistake nobody would know!

I practiced a French poem called *Le Pelican* – which was about a bird. The day I was to read the poetry in front of all the school came. I went on stage and looked at the students and teachers and started reading the poetry. I went on the stage, trembling inside, and looked at all the students and

teachers staring at me.

I started the poem. My palms were sweaty and my legs were literally shaking, but just within a minute or two, I started feeling more and more confident and then even started enjoying myself.

When I was done, I felt great. Everyone started clapping, and when I came off stage a few students even tried making fun of me, calling me “Le Pelican” but it felt amazing – all great people are made fun of in the beginning. I overcame my fear and today, thanks to that experience I’m able to speak in front of thousands of people. I am grateful to my school Principal for pushing me to overcome my fear of public speaking.

If you feel you will be unable to face your fear by yourself and overcome it, get someone to partner with you. They can be the ones who give you a push to face your fears.

“Screw it, let’s do it!”

Richard Branson

Now, before we proceed further with the Succeed The Happionaire Way program, I want you to make me a promise, and more importantly to yourself. Are you ready?

Promise that you will start living your life fearlessly and take action. At first, even if your actions are not perfect, even if you stumble and fall, you will continue getting up and moving ahead. You will continue learning and growing. Is this a promise I have? If I heard a Yes, I’m happy and

Succeed The Happionaire® Way

we can continue on this wonderful journey we are having together towards a life filled with success, happiness, love, abundance, bliss and laughter!

STHW Activity Sheet – 5

What are three things you will take immediate action on right now to change your life?

What are three of your deepest fears?

Can you face these fears mentally right now? Close your eyes and visualize yourself standing firm and strong in front of these fears, as you grow bigger and bigger, filled with infinite energy and power, while these fears become smaller and smaller till you walk over and crush them with your feet.

Succeed The Happionaire® Way

Can you now face them boldly with courage and crush them completely?

Do you feel strong and ready to take massive action to change you entire life and destiny?

6

Taking Complete Control of Your Mind and Emotions

*“The mind acts like an enemy for
those who do not control it.”*

Bhagavad Gita

How has the journey been till now? Do you feel yourself progressing and moving ahead? Can you feel a change in your mindset? Is it affecting your life positively? How does it feel to believe your dreams can be achieved and you can truly live them? How does it feel to have changed your beliefs to ones that empower you? How does it feel to discover your inner desires and goals? How does it feel to actually prepare a plan for achieving your desires and goals? How does it feel to actually start taking action on achieving your goals? How does it feel to overcome your inner fears and doubts?

I am sure you can feel the growth and progress the way I have by practicing all that I am sharing.

Now we move ahead in the STHW program to something that

ensures everything you have learnt and experienced till now works like magic.

Mind Your Emotions

How do you feel your mind behaves? How does it affect and impact your emotions? Are you in complete control of your mind and emotions? How does it feel?

For you to be truly successful in life, you need to have complete control and mastery over your mind and emotions.

An uncontrolled mind is like a wild horse. It loves running and straying here and there. Sometimes it is extremely happy, other times it is extremely sad. Sometimes it is agitated and at other times it is euphoric. Sometime it is daring and bold, and at other times it is meek and timid. Sometimes it wants to do this and at other times it wants to do that. Have you ever experienced a state where you have no control over your mind? You are unable to do anything because you feel your mind and emotions are uncontrollable? You either feel like simply lying in bed and not waking up or you are absolutely unable to sleep no matter how hard you try? Have you ever felt restless and anxious and unsure of what to do?

A state where the mind and emotions and uncontrolled is the most difficult of states to be in. There is no peace of mind, and without inner peace, nothing seems worth having or doing.

In such a state, you can't think clearly and you can't achieve or enjoy anything. Even people with all the money and

material success in the world feel helpless when they are in a state where they have no peace of mind.

I, too, have been in such a state and know from experience how difficult it is. But I have also been able to overcome it and drawing from such experiences have developed the very powerful **Happionaire's Personal Mastery (HPM)**[™] that can be immediately implemented to change this state and have a balanced state of mind.

*“Emotions are what make us humans – the secret is
to make sure you channelize all your emotions
to help you lead the life you truly desire.”*

Yogesh Chabria

It is very important to have complete peace of mind and be in control of your emotions because it is only when you are in this balanced state that you can think and act clearly. Only then can your energies be focused on achieving your true purpose in life.

I will go as far to say that none of the other strategies shared will work without complete peace of mind and a sense of inner bliss.

The good thing is that anyone who practices what I am about to share as part of Happionaire's Personal Mastery (HPM)[™] can attain and experience true inner peace.

Use Your Body To Control Your Mind and Emotions

*“Health is a state of complete harmony of the body,
mind and spirit. When one is free from physical
disabilities and mental distractions,
the gates of the soul open.”*
B.K.S. Iyengar

I want you to think about a time when you have been the happiest in your life and when you felt completely unstoppable and in complete control. What happened to your body? How did you walk? How did you move? Were you brisk and fast or slow and lethargic? What happened to your voice? How did you sound? How did you breathe?

Now think of a time that has been one of the saddest in your life. Your lowest point in life. How did you feel? What happened to your body? How did you move? What happened to your voice? How did you sound? How did you breathe?

As you would have realized, your body moves differently when you are happy and differently when you are sad. Your mind influences your body. So when you are happy, you move with energy. Your chin is held up high, there is almost a bounce to your walk, your breath is relaxed and deep and your body moves with force and power.

On the other hand, when you are sad, you are sluggish and move slowly. You literally drag your feet, take shallow breaths, have droopy shoulders and look down while walking, your voice cracks when you speak and your energy levels are down.

But the way the mind influences the body, the body too influences the mind. This means the way you move your body also affects your mind and emotions

Try this out – play your favorite dance music and turn up the volume. Start bobbing your head to the beat, spread your arms out and start swaying from side to side. Now close your eye, and imagine yourself at a music concert of your favorite singer. Start waving your hands up in the air, with your palms open and jumping as if you are touching the sky. Imagine a crowd of thousands of people all around you jumping, singing and squealing with joy along with you. Do this for a few minutes and immerse yourself in the experience. Feel the energy.

How do you feel? Did you sweat a little? Did you feel the change in your mind? Do you feel more energized? Did you see how quickly this change happened in your mind as soon as you started moving your body?

Whenever I used to feel sad or depressed, I would immediately play some music and start dancing or go for a brisk walk to the park or on the beach. As I would move my body, I would start sweating and feel good signals would be sent to my mind. I would generate energy that could be felt by my mind and my emotions would start changing.

Instead of sitting in my room in a corner, I was now out in the world, moving about and generating energy. I was connecting with nature and getting recharged. The more I sweat, the better I would feel.

*“EXERCISE is the most potent yet
underutilized antidepressant.”*

Bill Phillips

The first step to fighting sadness or depression is not meditation, but to first take part in some physical activity, for if you directly start meditating, it is possible that you fall deeper in your state of sadness and depression.

Getting your mind involved in an activity stops it from straying towards negative thoughts. I used dancing, walking and jogging. For someone else it could be playing music and cleaning the house and for others it could be doing Yoga, cycling, joining a gym or playing a sport like badminton, cricket or tennis.

What is important is that you move your body and sweat. Sweating helps to let out the toxic built-up inside and frees up the body and at the same time, releases endorphins, the feel good hormones. So once you start moving your body, you will feel your energy levels going up and feel more in control. Another benefit of moving your body is that you will stay fit and healthy. Health is one of our greatest assets as without it, we can't enjoy the material gifts we are all meant to enjoy. Imagine having a backache all the time. Do you think you would truly be able to enjoy that new luxury car as much?

Once you finish moving your body and sweating, take a hot or cold shower and have something nice to eat or drink and replenish your body. You will feel completely recharged and energized.

Now you can move to the next state, which is learning to focus your mental energy.

How Meditation Changed My Life

*“To the mind that is still, the
whole universe surrenders.”*

Lao Tzu

Something very powerful happened to me when I was 14 that has had a huge impact on my life. I was visiting India for my summer vacations along with my parents and younger sister and we were staying with my Nani, my maternal grandmother. She, like all other Nanis and grandparents, is a lovely person with a beautiful smile and glow on her face.

She had helped organize a three day meditation camp in the neighborhood and had recommended all of us to join in. It was going to be conducted by a meditation teacher from whom she had already learnt Transcendental Meditation (TM). At first I was very skeptical to join. I didn't really know or understand what meditation was.

I joined the program, along with my mom, sister and aunt and there were about 20 people in the entire program. I was the student who asked the maximum number of questions. This was both out of curiosity and also because a part of me thought meditation was simply hocus pocus.

The teacher answered all my questions patiently and lovingly and in fact I was even encouraged to ask questions. As I went deeper into the course, I started to feel something powerful.

I was given a secret mantra by the teacher and gradually started feeling the power of meditation. It was an experience I had never felt before.

Since then I have regularly practiced meditation and made it a daily habit.

The benefits have been great. In school it helped me study better. I was able to complete my studies and learn new things in a much quicker way. This gave me a lot of free time to go cycling and have fun with friends and yet come first in the 10th grade exams. Even in college and at work, my productivity went up and I was able to do a lot more with complete ease and simplicity. Nothing seemed hard.

It helped me become calmer and overcome stress. It has helped me control my emotions and not be too elated or sad. It has helped me let go of things like hate, anger and jealousy. I am able to feel much more energetic and rejuvenated after a 20 minute meditation session. It is like the ultimate power nap - I feel as fresh as if I have slept for 6 to 7 hours.

Meditation has also increased my openness to more creative ideas that have helped me write books, design new seminars and come up with innovative solutions for increasing sales and business.

My meditation practice is now an integral part of my life. While I have continued practicing meditation simply because of the benefits I have experienced, now more and more scientific research is proving the benefits of meditation. Researchers at Stanford have found out how meditators enjoy better physical

health and look younger by as much as 12 years compared to those who don't. The reason is simple - if you are truly happy and stress free from the inside, you will automatically look and feel great.

Today when I look back, I feel truly blessed that I was able to attend that 3 day meditation program. I don't believe in coincidences and know that it was meant for me!

Top Performers in Every Field Meditate

*"Meditation is all about the pursuit of nothingness.
It's like the ultimate rest. It's better than the best
sleep you've ever had. It's a quieting of the mind.
It sharpens everything, especially your appreciation
of your surroundings. It keeps life fresh."*

Hugh Jackman

Meditation isn't something only sadhus and sages sit and do in jungles or in the Himalayas. As a matter of fact, most top performers are regular meditators – from billionaires, movies stars, top models, singers, media moguls to lawyers, engineers, architects and doctors. To be successful you need to have complete control over your mind, body and emotions and the best tool for this is meditation.

I have met and studied top performers in every field, all over the world, and one common practice among almost 80% of them is that they practice some form of meditation. From celebrities like Angelina Jolie to billionaire investors like Ray Dalio, who started at the age of 12 with \$ 300 and is today worth over \$15.9 billion.

The list of top performers who meditate is endless. Katy Perry credits meditation to giving her immense energy and also helping her creative process while writing songs. The very beautiful Miranda Kerr, credits her beauty to meditation and the inner happiness she derives from it.

Some others include Steve Jobs, Oprah Winfrey, Jerry Seinfeld, media mogul Arianna Huffington who started meditating when she was 13, Marc Benioff of Sales Force who sold his first software for \$75 and is now worth over \$ 4 billion, Bill Ford, the Chairman of Ford Motors and Jeff Weiner, the CEO of LinkedIn.

Closer home, in India, right from people like Anirban Blah, whose company handles the accounts some of the top celebrities like Deepika Padukone to stars such as Shilpa Shetty to Anushka Sharma, all of them meditate.

The incredible powers of meditation are now recognized by even some of the world's top most companies. Google, which is a pioneer of cutting edge innovation and one of the leaders in defining the future, has meditation rooms where everyone is free to meditate.

Meditation is not linked to any particular religion and anyone who practices it is sure to benefit. When you go for a jog or to the gym or play a sport, your religion, background, education, age don't matter. Similarly meditation is like an internal exercise that anyone can do. It is the best mind tonic that anyone can have. The way we clean our bodies, take a bath, brush our teeth, exercise, similarly meditation is a form of cleansing for the mind and soul.

How Do I Meditate?

*“Half an hour’s meditation each day is essential,
except when you are busy.
Then a full hour is needed.”
Saint Francis de Sales*

A lot of people ask me how they too can meditate since it isn’t something taught in most schools. While I have learnt Transcendental Meditation (TM) and also received a special secret mantra during my training from a guru, there are several forms of meditation with the underlying principle being the same – gaining mastery over your mind and emotions and bringing in complete balance.

It is always nice to be open to new ideas and experiences and I encourage everyone to try out the different forms of meditation and find out which one they like the most. However, for people who may not have access to a specialized course, I like to share our simple **Happionaire’s Open Meditation Experience (HOME)TM**, that is for everyone. We practice this during our seminars too and it can be done by anyone, anywhere, anytime. You are free to try it out immediately and experience the benefits it brings to you!

Let’s Get HOME!

Here is how you can start your 7 Step Happionaire’s Open Meditation Experience (HOME)TM practice:

1. Put your phone on silent and inform everyone around you that you are meditating and they should not disturb

you. Make sure you are wearing comfortable clothes. Sit in a quiet place, in a comfortable position without any disturbances.

2. Close your eyes and relax your body. Observe your breath going in and out. Thoughts will come and go, simply keep your focus on your breath and relax.
3. After couple of minutes, when you feel relaxed, with your eyes closed, mentally start chanting a Mantra. This mantra can be any word or sound that you connect with. For some people it is Om, for others it is Allah or Jesus or for others it is just a sound or word they like.
4. Chant the mantra only in your mind and make sure your lips or mouth are not moving. Be completely silent and let everything happen in your mind.
5. Feel the mantra. Your mind will stray in the beginning. You will keep getting thoughts. Your mind will think about what it has to do, the tasks it has to complete, the people you have to meet. It will go to your goals, to your desires, to your fears. All of this is perfectly fine and normal. Don't put any pressure on yourself or on your mind to focus on the mantra. Once you observe your mind is straying away to other thoughts, simply bring it back to the mantra. The mind will move to the mantra and again away from it. Every time you notice your mind straying away, bring it back to the mantra.
6. Gradually you will feel your entire body relaxing. You will also experience moments where you have nothing

– neither the mantra nor any thoughts. These are some of the most intense and best moments while meditating. You will experience various sensations and feelings. In case you feel the urge to scratch yourself, simply do it and don't resist. Go with the flow and don't resist anything. Feel yourself letting go of everything and being filled with bliss, happiness, love, peace and incredible energy.

7. When you feel like it, gradually stop chanting the mantra and open your eyes gently to end your meditation session. If you have never meditated before, in the beginning it may be difficult to even sit still for some time. You can start with trying it out for as little as 3 to 4 minutes. Gradually you can increase this time, as you begin feeling more comfortable, start gaining more control over your mind and experiencing the benefits. You will feel blissful afterwards and soon, no matter where you are or what you do, you will want to meditate.

“This is love: the flowering of love is meditation.”

Jiddu Krishnamurti

Usually I meditate for around 20 minutes before starting my work in the morning and then again for 20 minutes later in the evening once I have finished my work. My morning meditation energizes me and gets me ready to do my tasks well and with passion. My evening session rejuvenates me enjoy my time with my family, friends and loved ones.

If I don't meditate or exercise, I start feeling restless – it has become a second nature, a positive habit and no matter where I am, I take the time out to mediate. It can be in the

car, plane, train, bus or even while I am waiting for someone. I always create time for myself to meditate.

Such habits have an incredibly positive impact on our lives and we can all benefit from them. Both your body as well as your mind need to be in a perfect state of balance for you to truly feel happy and successful. And the best part is, this is a possibility and a reality for all of us.

Now that you have learnt how to take complete control of your mind, body and emotions I want you to practice these very practical and power exercises. As you already know by now, knowledge won't benefit you in any way until you don't take action. Practice and program these new changes deep within so that they become habits - habits that will change your entire life and future!

I will see you soon in the next part of our STHW program, where you will learn how your relationships, family, friendships, loved ones and people around you define your success and happiness.

*"Yoga introduced me to a style of meditation.
The only meditation I would have done before
would be in the writing of songs."
Sting*

STHW Activity Sheet – 6

At the moment , do you exercise in a way that makes you feel good? If yes, what exercise? If no, what exercise will you start doing from today so that you can sweat and feel energetic and healthy? Make sure you make this fun!

Write down a specific time that you will dedicate to exercise every day without any disturbances or distractions. Promise yourself to stick to this new schedule till it becomes a habit.

*Create a special time for yourself to meditate every single day.
Disconnect with everyone on the outside and connect with
your inner self.*

*Do you promise yourself to start doing this for your own body
and mind?*

7

Mastering the Art of Successful Relationships

“Intense love does not measure, it just gives.”

Mother Teresa

Imagine you have all the money in the world. You have complete faith and self-believe in yourself. You know what your desires and goals are. You have a great action plan. You are successfully completing your tasks and moving towards your goals. You are physically fit and healthy. And then you have a terrible argument with someone you love? It could be with your life partner, your parent, your child or maybe even a close friend? How do you feel? Or what if suddenly you have a heated exchange with your boss, colleague, customer or your employee? How does it feel?

Think about how your day progresses, after a fight in the morning? How does it feel to have been angry, perhaps even screaming out loud and using abusive language? Or maybe you simply kept quiet, suppressed your anger and withdrew into your shell? How did it feel? Pause and think about it. Has something like this ever happened with you? Be honest

with yourself, and answer.

To be honest, I too have experienced such states. And I assure you, that no matter how much money, fame or material success I had or no matter how healthy or fit I was, I never liked having fights with the people I love and care about.

It would never make me feel nice and I couldn't feel truly happy and at peace. And when I am not happy and at peace, I don't feel truly successful. That, as you may have realized by now, is one of the underlying principles of our Happionaire philosophy. True success is a lot more than simply material wealth or career growth. It is also about having human relations that are filled with love and laughter. It is about experiencing the joy of spending time with your parents, grandparents, children grandchildren, friends and loved ones. It is about finding happiness in the silliest of things. In this part of the STHW program, you will experience how you too can achieve this wonderful state.

Human nature and relationships are one of the most important factors that define success and happiness. People with good relations will always succeed. They will be happier at home and they will be happier outside. It isn't always the people who do the best work who move ahead – it is usually the ones who have great relationships and rapport.

Why Do People Have Terrible Relationships?

“I am convinced that material things can contribute a lot to making one's life pleasant, but, basically, if you do not have very good friends and relatives who

*matter to you, life will be really empty and sad and
material things cease to be important.”*

David Rockefeller

Why do some people have bad relationships? Why is it that they are constantly fighting and arguing? Why is it that some husbands are always quarrelling and locking horns with their wives? Why it is that some wives are always irritated and frustrated with their husbands? Why is it that some parents are always battling with their children? Why is it that some children are always rebelling against their parents? Why is it that some people can't seem to get along with their boss? Why is it that some employees are always so hard to handle? Why are some teachers so difficult? Why are some students so problematic? Why do people who used to love each other a lot, suddenly hate each other?

As you would have realized through this program, the questions we ask define the answers we get. These are some of the questions I asked myself and the answers I got were incredible. I was able to understand the different reasons why some people have bad relationships. It may seem that different people have different reasons, but deep down, the reasons people have bad relationships are always the same.

The biggest reason people have bad relationships is because they lack the art of understanding human nature at a deeper level. One of the life and success skill 'empathy', was never taught at school. They don't know how to look at the world from another person's point of view or sense their feelings and emotions. They have not been taught to be compassionate, patient and loving. Even college doesn't teach those skills

and soon people find themselves working, where once again there is no focus on such real life skills and assets.

People have terrible relationships because deep down they have no control over their own emotions, mind and thought process. They tend to react without pausing and thinking from the other person's point of view. Every time someone gets into a fight, argument or negative state, it is usually because of a lack of communication and understanding of where the other person is coming from.

Communication, Observing and Paying Attention

*“In finding love, I think it’s important to be patient.
In being in a relationship, I think it’s important to be
honest, to communicate, to respect and trust,
and to strive to give more than you take.”*

Kina Grannis

A lack of communication between people leads to problems. Communication is a two-way street and doesn't only mean speaking. It also means observing and listening. Words aren't the only things we need to observe if we want to be master communicators. We also need to observe body language, the way someone sounds. We need to be able to sense their emotions and mental state.

Deep down we are all programmed to sense these things and are naturally gifted with excellent communication skills. We have also been gifted with more advanced tools like ESP (Extra Sensory Perception) which can be tapped into and developed

over time. I will share more on this exciting field some other time, some other place, when we meet.

You too might have experienced or seen how this communication works. Think about your mother - were there times she knew you were sad or in trouble, without you even telling her a word? Or maybe about the time you were at the park or at the seaside with someone you love and without having spoken a word, both of you knew that the other person was having a great time? Or met someone and you could sense their nervousness? Or their confidence?

I'm sure you too must have experienced something similar in life. We as human beings are extremely intelligent creatures and also highly perceptive. Animals too have the ability to sense emotions at a deeper level. Dogs can sense when someone they love is sad or happy and can mirror similar emotions. Other animals like birds can sense when it is going to rain. We are all blessed with this power and we only need to tap in deeper to develop it.

Start sensing what is happening around you. Start observing and listening to your family, friends, loved ones and colleagues. The first step to having good relations is to pay attention and listen. Once you start observing and listening, you will start understanding the needs and desires of the opposite person.

What Transformed This Relationship?

*“Love sought is good,
but given unsought, is better.”
William Shakespeare*

During one of our Happionaire retreats, a group of people were sitting around the bonfire at night. Under the starlit sky and besides the gentle flow of the river, no difference of age group, background or even gender mattered. Everyone felt one with nature and rose above these identities. just besides the river.

We were camping on the riverside and everything was eco-friendly. There was no internet, no mobile connectivity and no TV. The only electricity available was through solar lights. Away from any city there was no pollution or lights and the sky could be seen very clearly. It was filled with stars and every minute or two, you could see a shooting star. Here, it didn't matter if you were a CEO, a billionaire, a housewife or a college student. Everyone was a part of this wonderful experience and completely immersed in it.

Some people from our wonderful crew of volunteers were making fryums and popcorn in the open. The cool breeze carried the delicious aroma in all directions. We started the evening by playing a game of dumb charades. During this game, everyone was opening up, laughing, connecting and establishing a rapport with one another.

Later we played one of our proprietary games **Happionaire's Secret Service™** where among other things players are encouraged to share something they have kept hidden for long.

Among the participants this time we had three generations of a family.

The grandparents and the parents were well established doctors and loved their job. Their two children were also studying to be doctors. The family owned a nursing home and were doing very well financially.

It was the mother's turn in the game, and I encouraged her by joking "Go ahead, don't be shy! It's only a secret! We can't blackmail you since your family is already here!" everyone started laughing.

She too chuckled and started, "Well there is nothing much to share as such on my part. But I'm happy we came here, as I discovered the secrets of my entire family. Sometimes I feel that we don't talk that much at home. But here, during the past two days, it felt really nice. We have all been speaking to each other and it has been really nice."

Her mother-in-law added, "You are right beta, I too feel this way sometimes. All of us live in the same house, but sometimes it feels we don't even know what is happening in the other person's life. We barely speak to each other. This has bothered me for a long time."

The husband too joined in, "As doctors we lead such hectic lives and are so involved in our work that there is barely any time for anything else. It always felt impossible to disconnect from work, but I am glad we came here together and got a chance to spend time with one another. I loved kayaking with my kids yesterday!" He hugged his son and daughter sitting on either side and gave them a kiss on the forehead, "I love you both a lot. I should do this more often with you."

“How do you feel?” I asked.

“It feels really nice. I can feel this new energy in my life.”

“I loved spending time with my mom and dad, without them being so occupied and stressed.”

“I loved seeing my grandchildren play and laugh freely, rather than being on their phone all the time.”

“It feels so nice to have my husband’s complete attention.”

Each one shared something that they had experienced during the course of the program. They shared their breakthroughs and the incredible realizations they had. This is because during our programs we immerse people into an experience that is designed to bring out the best in them. I like letting people experience things and decide and choose for themselves what they want in life. This would not be possible if I simply gave a lecture or PPT presentation.

What happened with this family is something I witness every day. People living under the same roof, in the same house, with everything seeming so nice - and yet there is no real connection. Eventually this lack of communication leads to a disconnect and gradually people drift further and further apart.

In order to transform your relationships, you need to give them undivided attention, love and passion. Think about your relationships - how are they? What areas would you like to transform? What are you going to do bring in this

transformation? Will you take action?

Your Relationships Are A Laughing Matter

“A day without laughter is a day wasted.”

Charlie Chaplin

I can sense within moments when a relationship is going great and when it isn't. People who laugh a lot together are the ones who are having a great relationship. You laugh not just when the going is good, but even when it gets tough and challenging.

The ability to laugh and joke together is one of the biggest secrets to a successful relationship. In fact it's not even a secret - deep down all of us know that we really laugh and enjoy ourselves only with the people we truly like.

I love laughing and making people laugh. When I started seeing my then girlfriend, now wife, and also the mother of our newborn son, Samarvir (who has been gifted to us by Divine Grace while I have been writing this book, and also ensures I have the most fun and interesting nights!) – one of the reasons she fell for me was my ability to make her laugh like crazy. I too knew she was the one because of her ability to make me laugh hysterically. Besides her beauty of course! We continue to laugh and make jokes about some of the most random things. Some of them are private and even double meaning, while others are just plain silly. I know deep in my heart that we will be this way.

If I am not laughing or cracking jokes with someone, I know

we can't have a great relationship. Laughter works not just at home and with friends, but also at work and in business. When you make people around you laugh, you become more likeable, and then suddenly everyone wants your product, your service or hire you for a job.

Some of the most successful entertainers in the world are people who make us laugh and feel good. They are paid what they are paid because of this ability.

Laughter again links deep down into our desire to be happy and find joy.

Look at your own life - ever since childhood, have you enjoyed the company of people who make you laugh? Do you have any relationships where you are laughing and having fun most of the times? Are these not the relationships you look forward to? Is there a relationship you have where you would laugh a lot earlier and now you don't? What happened to that relationship? What are the things you can do to laugh and make others laugh a lot more?

How To Bring In More Laughter In Your Life?

*"If people never did silly things nothing
intelligent would ever get done."*

Ludwig Wittgenstein

A lot of people ask me this question, "Yogesh, how do I laugh more and make people laugh?"

I tell them, "To laugh you need to simply start laughing!"

They look a bit confused, but it's the simple truth – to laugh you need to simply start laughing, even if it feels fake in the beginning. Try it out right now, start laughing! Laugh in the craziest way you know and once you start, don't stop until you feel so silly that you actually end up laughing for real.

The sillier you behave, the more you laugh. Don't take yourself too seriously because in the end, everyone ends up in the same place. We might as well have lots of fun on our way there!

Once you start realizing it is great to be silly, you will lighten up and you will also notice your confidence levels going up. Once this happens you will start cracking jokes, being comfortable around everyone and basically, opening up to the world. People who laugh and can make others laugh are comfortable in most situations.

At the heart of it love, laughter, compassion and human relationships and connections are what each one of us want and desire. These are the things that make us enjoy every moment of our wonderful existence.

Now that you have learnt the power of relationships and are filling your life with love and laughter, let's move further with the STHW program.

STHW Activity Sheet – 7

Observe your relationships now. Which ones are great? Which ones can be great? What is stopping them from being great?

What steps will you take to make your relationships great? Are you letting anything disconnect you from your loved ones, family and friends? Are you constantly looking at your phone or checking social media every five minutes? Do you think you need to stop doing this? .

Tell three people, "I love you", from the bottom of your heart and surprise them by doing something special for them today.

[illegible]

What are three silly things you can do right now to make yourself laugh?

[illegible]

8

Attracting Goddess Lakshmi And Infinite Wealth

“Money is good. It is important. Without money, daily survival — not to mention further development — is impossible. So we are not even questioning its importance. At the same time, it is wrong to consider money a God or a substance endowed with some power of its own. To think that money is everything, and that just by having lots of it all our problems will be solved is a serious mistake.”

Dalai Lama

I have always loved money and wealth in all forms and I say this with pride, confidence and happiness. I love money because it is a great tool that gives me access to a lot of things. Whether I want to read a great book, or travel, or eat something delicious, or go on a holiday with my loved ones - be it deep in the jungles, or on a pristine beach, or climb the highest mountains - it enables me to do all of this. I love having the best food, the best clothes, the best houses, the

best cars and the best of everything. I believe that since I am the best, I deserve the best!

I always pray to Goddess Lakshmi, the Goddess of Wealth and thank her for her blessings.

Money is a wonderful tool and everyone deserves to have it! In this part of the STHW program, we will accept and welcome abundance, wealth and Goddess Lakshmi into our lives and homes.

What Are Your Beliefs About Money?

*“Making money is art and working is art
and good business is the best art.”*

Andy Warhol

As you would have learnt and experienced by now, our beliefs determine our future. What are your beliefs about money and wealth? How do you react when you see someone who is super wealthy? Do you feel happy or do you get jealous? How do you behave when a friend, relative or neighbor buys a brand new house or a brand new luxury car?

How do you feel when 23 year olds become millionaires and billionaires because they have invented a new online product or app? How do you feel when a celebrity gets paid millions to simply make an appearance and have their photo clicked? How do you feel when you watch someone splurging on their wedding clothes? Do you feel that money is the root cause of all evil? Do you feel that only the dishonest and corrupt get rich?

Your answers to the above questions will define your relationship with money and wealth. If you get jealous when people around you get richer, if you feel that money is the root cause of all evil, if you grudge somebody's success, you are diverting your energy negatively.

Money and wealth will not be attracted to someone who thinks of it as evil.

Imagine I thought of you to be evil, would you like to be friends with me? Of course not! Similarly why do you think money and wealth would be attracted to someone who thinks of it as evil?

But once you change your thoughts and beliefs about money, you can very easily start attracting it. Instead of feeling jealous of someone who is rich, first appreciate it and take it as a sign to motivate yourself that if they can be rich, so can I. Start by finding out what they did to become rich. Find out if you can sell them a product or service. Find out how you can help them and how they can help you.

*"The world doesn't need less rich people -
it needs a lot more of them. The richer people
become the less poverty we will have."*

Yogesh Chabria

Till you don't have positive beliefs about money and wealth, you will not be able to attract it. Once you become open and accepting of a world filled with wealth and abundance, where there is ample for everyone to enjoy, your mindset will start changing.

Once your mindset starts changing, you will see a world of possibilities. When you will start admiring the rich, asking the right questions and taking continuous immediate action, you too will eventually become rich. You truly and honestly deserve to be rich, especially since you are taking out valuable time to be a part of this program. You are investing in your own knowledge and in today's world, knowledge along with action is the key to accessing infinite wealth.

I Love Rich People!

"Wealth brings great benefits to the world.

Rich people are heros."

P. J. O'Rourke

I have always believed in surrounding myself with people who are the best at what they do. If you want to be rich, you need to surround yourself with people who are rich so that you can learn about what they do and how they think. If at the moment you don't have access to people who are rich, work out a solution to get access to them. You can get a job where you meet and interact with them, or join a social club or community where you have access to them. It is important that you have real world interactions with the rich and successful, besides reading about them in books and online. I will share two instances from my own experiences on the importance of knowing people who are rich, the first goes back to when I was 5 years old!

Selling Toys And Loving It!

"Pretend that every single person you meet has a

*sign around his or her neck that says,
‘Make me feel important.’ Not only will you
succeed in sales, you will succeed in life.”*

Mary Kay Ash

As I shared earlier, I was born in a middle class family and while I was growing up, we couldn't even afford the auto-rickshaw or even the bus. We would often walk everywhere in order to save money. But that never stopped me from dreaming big and ever since I was a small boy, I always wanted to be rich.

Back in those days, my parents would travel to Dubai and Singapore to bring back all sorts of products – from Lux soap and Yardley powder to clothes and electronics to India to sell. There weren't any shopping malls or the ease of online shopping, in India and so people were willing to pay a huge premium for these products.

They would also get toys for me to play with and as a five year old while I would love to play with my new toys, I would soon get bored of playing with the same toys. I would then approach my friends and all the kids in the neighborhood and sell those toys to them at a huge premium. I would tell them how they had to pay me more since I had already test driven the toy cars for them and made sure they are in perfect working condition!

As a five year old, this experience taught me some valuable life lessons.

I learnt the importance of other people having money so they

can afford to buy my products and services. I was, therefore, happy the parents of these other kids who bought toys from me had money.

I also realized the power of sales. I realized that selling doesn't discriminate and it doesn't matter what my age, educational background, religion, race, social background or sex is. If I can sell, I can make money and this is what made me fall in love with sales.

My love and knack for selling only grew as I grew older. Even when I moved to Iran, I continued selling and doing business while at school. I would sell everything from caps, t-shirts and shoes to second hand comics bought from the scrap dealer (after I had enjoyed reading them!). I even came out with an IPO at the age of 12 in school and I had shared about all this in Invest The Happionaire Way.

I'm happy that my parents felt proud of my enterprising nature and encouraged me to sell and make money. I feel surprised when I see parents telling their children not to work or sell and instead, to focus only on studies.

Studies are important – but that doesn't mean selling and business are bad. With new technologies like Artificial Intelligence and Robotics becoming more and more active and replacing conventional jobs, sales is one of the most important skills to have and develop in a rapidly changing economy. This is why our **Happionaire's Sales and Business Mastery** program is designed in a way to empowers people to gain expertise over one of the most valuable life skills in the modern world.

How Immediate Action Changed My Life In 30 Days

*“To me, job titles don’t matter. Everyone is in sales.
It’s the only way we stay in business.”
Harvey Mackay*

When I returned to India from Iran in 2001 the economy was growing rapidly and the changes were all around to see. It was then that the first few coffee shops were opening up.

For me however things were different, my family and friends were back in Iran, and as a young 16 year old I felt lonely.

Everyone around me seemed to be having a good time. People were buying new cars, new clothes and new homes but I wasn’t able to relate to any of it. I missed Iran, the country I had spent my childhood in. Living alone in Mumbai, a part of me felt sad and even depressed. Since I didn’t have any friends and didn’t know what to do, I spent most of my time reading.

I used to read about people I admired and loved. I learnt and read about the greatest people in business, sales, religion, politics, psychology and spirituality. I read on the human body, the mind, emotions, leadership, human potential and every other book that I found interesting.

While I found the thoughts and ideas inspiring, nothing seemed to change in my life. I was a good guy, yet I seemed to

be stuck in the same place. That's when something happened, which I have shared over and over again with you throughout this program.

I started reading the Geeta and when I read about Lord Krishna telling Arjuna the importance of taking action without worrying about the results, it felt as if he was speaking to me. I knew that the message was meant for me. I realized that while I had been reading all these books, I had forgotten the importance of taking action. Even in the past, when I had benefitted either by selling toys, or comics or shoes, it was not by reading about how to sell, but actually approaching people to buy my products. And here I was, instead sitting alone and worrying and getting depressed about not having any friends.

At that very moment, I decided to start taking action and follow Lord Krishna's advice to me.

As soon as I decided to take action, I got to know about a seminar happening in a fancy hotel where top investors and CEOs were coming from all over the world to discuss investment and business opportunities in India.

While I had read about all sorts of great and successful people, I figured I would learn so much more if I went for this seminar and met some of them up close in person. I immediately called the number and enquired about the registration.

The person on the other end told me the fee and I froze. I tried explaining that the fee was too high and I barely had

any money, but he responded curtly told me, “If you really want to attend, you will figure out a solution! There are still 25 days to go!” and banged the phone.

While at that moment the way he spoke felt extremely rude, looking back, I am happy he did that with me. I thought about what he said and knew he was right - if I really wanted to attend the seminar, I will figure out a solution.

I decided to use the one skill I had been developing since childhood – sales, and up called a few companies. I offered my services as a salesperson and told them I will sell their products, and they only have to pay me if I am successful at selling.

At first they were hesitant – but I convinced them, by telling, “You have nothing to lose - you don’t have to pay me anything if I am unable to sell!” And that’s all it took for them to hire me when they realized they were getting someone to work for them for free. As for me, I got a job to go door-to-door and sell health and nutritional products with no fixed salary.

I would wake up at 5 in the morning every day and travel by train across the length and breadth of Mumbai – right from Churchgate to Virar, wearing a tie in the heat and carrying a backpack full of all the products I was to sell. Not having grown up in Mumbai, it was the most amazing experience for me to buy a second class pass and pushing my way ahead through the crowd.

I decided to skip college for a few days and would return

home by 10 or 11 at night. I figured that nobody would notice my absence in college anyway since I didn't really have any friends. I wanted to focus on selling as I really wanted to earn enough money to attend this seminar.

One day, I remember I was sitting in the train and I got up just for a second to pick up my bag which I had kept on the opposite side. As soon as I got up and was about to sit back, I noticed my seat was gone. Somebody else had taken it. That's when I realized how fast this city was – I could not afford to take my eye away from my goal or mission even for a second.

I would spend me day going from door-to-door and also selling to people I would meet in the train. In the beginning, I faced a lot of rejection - people would bang the door on my face, they would abuse me, once someone even left dogs behind me. But I didn't really care, as I looked at it as a game and knew that the more people I approached, the more sales I would make.

Smartening up from every experience, I even started carrying dog biscuits with me from then on, just in case someone left dogs behind me! (And if they didn't, I could always try and sell them the dog biscuits as well!)

Gradually I started making sales. The more people I approached, the more products I sold. I discovered that sales was just a numbers' game and to succeed, I shouldn't be bothered by rejection and simply be more persistent.

Finally, after around 20 days, I had been paid just enough

money in commissions to afford that seminar. I immediately contacted the seminar organizer and enrolled for the seminar. I was super excited to attend it!

Overcoming Fear and Meeting People Can Change Your Future

*“In sales, it’s not what you say;
it’s how they perceive what you say.”*
Jeffrey Gitomer

Whatever money I had earned in the past few days, I had invested it all in the seminar. I knew deep down something incredible would happen to me. I had one black suit, a white shirt and a red tie. I put them on and polished my black leather shoes well. I wanted to look and feel great, as I would be in the company of top people.

I reached the venue and looked around. I must have been the youngest person there at 16 years of age, but nobody noticed as I looked much older in my suit.

There were people from different industries discussing the future of investment and growth potential in the Indian economy. I listened attentively to what was being shared by the various people who came and spoke and even took notes in my notebook.

I noticed, however, that many people around me were not really paying any attention to what was being spoken. I wondered why they would invest so much money and come for a seminar and then not pay attention. Anyway, I pursued

my goal of networking and meeting new people during the lunch break.

At the lunch buffet, I overheard two people speaking.

“Let’s start investing some money in real estate in Mumbai.”

I immediately approached them, putting aside any fear, and told them, very politely, “Sorry for interrupting, but I couldn’t help myself. I just overheard you wanting to invest in property in Mumbai. I would love to be of help and find you a suitable property to invest in!”

At first, they seemed a bit hesitant, but gradually they started opening up. I’m sure wearing a suit must have helped as seeing me dressed that way, they would not have suspected me to be a college student. Besides, meeting me at a seminar like this must have made them comfortable and they must have assumed that I, too, am an expert.

They were NRIs and were looking to invest in real estate in India, but had no idea how to. They wanted to start with a small investment of Rs. 2 crores, which for me at that time was a massive amount of money. Just a few days ago, I was trying to save enough money to buy myself a second class pass for the train!

After a brief chat, they agreed and told me that they were leaving day after and only had one hour the next day. They asked me to meet them at 3 o’clock at their hotel and we exchanged numbers.

Then they asked me, “How much will you charge?”

“I will charge you 1% as a brokerage fee and when you make profits, I will take 10%!” I replied, with full confidence even though I had no knowledge about the prevailing market rates. “1% is fair, but nobody else charges 10% profits!”

“This is why I am the best! I will be with you for the long term and am also interested in you making profits! Anyway you have to pay me the 10% only after you make profits!”

They smiled and we shook hands, “Great Yogesh, see you tomorrow!”

As soon as the seminar got over at 5 in the evening, I rushed to the nearest cyber café and started searching details for real estate agents and builders in the city. I had no idea or experience of how real estate worked, but I didn’t want to miss out on an opportunity.

I told everyone, “I am representing International Investors and we want to invest in your properties. If I get a good deal, I can increase the amount we invest with you!”

The builders were offering me, or anyone else who sold a 2% commission and with real estate agents, I struck a deal where they would charge commission to the sellers and I to the buyers.

The next morning, I visited the builders, again wearing the same black suit, and saw their projects. I also saw several

properties with the real estate agents. I made a note of all the different properties and shortlisted a few. I selected only those properties in which I, myself, would have liked to invest. I wanted to be sure my investors got the best deal and the maximum value.

After spending the morning looking at properties, I reached the hotel at 3 as planned, to meet the investors. Luckily, they had a hotel car in which I took them around to see some of the shortlisted projects.

Every time we would visit a builder's office, the secretary would greet me warmly. This was because I had just visited a couple of hours ago, but it gave the impression to the investors that I must be an expert with excellent connections!

The investors saw all the properties and finally they liked something a builder was offering. This was a project that was yet to be launched to the public and I had negotiated a very attractive deal with the builder for my investors. I tempted the builder with greed by telling him that my investors can put in a lot more money, if they like this. I also played on his fear and told him that if he didn't give us a good deal, we would go away to some of his competitors whom I knew well and dropped a few of their names.

A deal was struck my investors agreed to invest Rs. 2 crores with the builder, after due diligence by a lawyer. I found out a good lawyer, got the entire due diligence and after around 21 days, they invested the money with the builder.

I earned 1% commission from the investors and 2% from the

builder. On an amount of Rs. 2 crores, I received a commission of 3%, i.e. Rs. 6 lakhs.

I was overjoyed - that Rs. 6 lakhs was as good as Rs. 6000 crores for me!

I realized the power of taking action and also the importance of rich people. Had I not met these investors, how could I have made this money?

The money I earned through became capital for me to invest the way I desired and grow even more. After sometime, the real estate market boomed and the initial investment of Rs. 2 crores became Rs. 3 crores. Again, since I had a deal of 10% profit share, I made another Rs. 10 lakhs.

What I did was not because of any special super human abilities and anyone can do what I did. All this was possible for me simply because I overcame fear and took action.

That one small action you take today can have a huge impact on your future.

Today We Live In An Ideaist Economy

“Wealth flows from energy and ideas.”

William Feather

Capitalism and socialism are old world concepts. The new world is all about ideas. If you have a great idea and can show that you can execute it, you will attract capital. The founders of Facebook, Google, YouTube, WhatsApp and so

many other companies don't come from rich families with immense capital. They grew and became rich by using their ideas and taking action.

On the other hand so many rich people have gone bankrupt in the recent past because they were unable to keep up with the changing world and new ideas. This is why today's economy is an *Ideaist* economy. *Ideasim* has replaced capitalism and communism.

People who have been a part of the STHW program have developed various ways of generating additional incomes – some through starting franchises or startups, and others by entering professions where they can use their sales skills, networking and network marketing.

What is important is to realize is that we live in a world filled with opportunities and possibilities – all you need to do is crush fear, go ahead and take action to grab what is yours. Will you do it? Do you make that promise to yourself and to me?

If you said Yes, which I am sure you did, let's move further ahead into the STHW program.

STHW Activity Sheet – 8

Do you have any negative views about money? If yes, write your negative views and then cross them out with full force!

What positive views of money will you have from now on?

Ask yourself – “How can I attract more wealth and money? What can I do?”

Who are three people who can help you progress financially?

Will you overcome fear and take action and meet these people?

Repeat this affirmation every day with full belief –

“I attract infinite wealth and abundance and am
blessed by Goddess Lakshmi”

9

The Importance of Balance

“The best and safest thing is to keep a balance in your life, acknowledge the great powers around us and in us. If you can do that, and live that way, you are really a wise man.”

Euripides

I first want you to congratulate yourself. You are someone who is very hungry for growth and that is why you have invested your time and reached this far in the STHW program. I'm sure you would be able to feel the difference by now. You have experienced the power of beliefs and having Deep Inner Goals. You have worked on your HOPE™ Plan and used strategies like RAVE™ to visualize while taking action.

You take care of your physical and mental wellbeing. You have learnt to meditate, maybe even feeling HOME™ by now. You give your best to all your relationships. You have transformed your thoughts about wealth and money, opening yourself to attract abundance the blessings of Goddess Lakshmi.

Thank yourself for having learnt so much and nourished your own mind, body and soul. And make sure you are smiling – the more you smile, the more open you are to learning and growing.

Now that you are smiling and feeling wonderful, let us proceed.

All that you have learnt and experienced till now is important – but even more important is how you strike a balance between everything you have learnt and experienced.

Balance Is Like *Bhel Puri*

“I think at the end of the day you have to find a balance with what’s really important.”

Julianne Hough

I love chaat. *Bhel puri, paani puri, gol gappas, sev puri, dahi puri* with a little spicy chutney are things I can’t resist. Perfect balance in life is like that perfect plate of *bhel puri* - it needs to have everything in the right proportion.

The balance is different for everyone. Some people like a little more spice, whereas others prefer the sweetness of *mithi chutney*. Similarly in life – there are no fixed formulas - you need to find the perfect balance for yourself. Only when you find your own balance will you feel truly successful and most importantly, happy.

It has taken me a few falls, quite literally, to realize the importance of balance in life.

What I am going to share with you next is something that I haven't even shared with my parents. The reason I am opening up about it now is to help you realize the importance of balance and learn from my mistakes.

Apart from Gauri, my wife, nobody else knows about this.

How I Crashed Because of No Balance!

"No person, no place, and no thing has any power over us, for 'we' are the only thinkers in our mind. When we create peace and harmony and balance in our minds, we will find it in our lives."

Louise L. Hay

I was 28 and things were going great. I was doing well financially and had several bestselling books to my credit. I was married to my soul mate and on the outside, everything seemed perfect.

But then one afternoon, when I was standing on the pavement with someone from work after having just finished a meeting, I suddenly blanked out and fell flat on the ground.

The next thing I remember is opening my eyes and not understanding what had happened and how much time had passed. I couldn't remember anything. I was lying half on the pavement and half on the road now and could feel something warm dripping down my head. I touched my forehead and saw blood on my fingers.

My colleague looked shocked and equally clueless about

what had happened. Everything seemed to happen in a flash. I called my wife but didn't tell her exactly what had happened as I didn't want her to worry. Sensing something off, she rushed over and took me to the hospital.

The attending doctor examined me and ran all sorts of tests and scans. I hadn't even heard about most of these and wondered if all that was even necessary.

Nothing turned up in the reports and the doctor was not really able to figure out what was wrong. Finally, he decided to blame it on cholesterol and proceeded to give me an unending list of medicines to take. We returned home and I started taking the medicines as advised, but somewhere deep down, I knew something was not right.

I was getting back to my old routine, and then suddenly after around ten days I collapsed again.

This time, I fell on my right side. The impact was so hard, that my entire right shoulder was dislocated and I am forced to rest at home. .

This was something I was not used to at all as I always liked to be active. Now, confined to my bed, with stitches on my forehead and my right arm in a cast, I joked to my wife that I looked like someone who has returned from war.

Having nothing much to do, I started thinking about why all of this was happening to me. And then suddenly, I had my Eureka moment. I realized the reason all of this was happening to me was because the Universe was speaking to

me and trying to send me a message.

I observed my life and I realized in the past two years, I had started focusing on only one area of my life – my work. I had been having phone calls late into the night. Often, business meetings would turn into dinners. I would constantly be checking and replying to email even at home. All of this not only affected my health, but took a toll on my personal life.

I had stopped exercising or going for my walks. I couldn't remember laughing or spending time with my family and loved ones. I had not even been meditating. I was constantly stressed and had stopped following my own principles. I wasn't being true to my inner values.

This, I realized, was the reason I collapsed and since I didn't pay attention to it the first time, the Universe sent me a message once again. As soon as I had this realization, I threw away all the medicines the doctor had given me and decided to change my entire lifestyle.

I stopped taking work related calls after 6:30 in the evening. I stopped constantly checking and replying to emails and messages. I stopped spending hours and hours in the office. I started doing Yoga in the morning and going for a walk in the evening. I changed my eating habits too and started eating healthy. And almost instantly, everything started changing.

I started feeling healthier and more energetic. I looked and felt younger. I felt happier and all my relationships were once again filled with love, laughter and energy.

My work productivity at work went up. I was able to do much more work in even lesser time than before, when I would be sending emails at 2 in the night.

Today when I look back, I am grateful for having had this experience. I feel lucky and blessed that I crashed and finally paid attention to the warning sign the Universe sent me. I am glad I had this experience when I was 28 and not 78. Imagine if I had not had it – my entire life would have been wasted without any real joy or happiness.

I took this experience to not only to change my own life, but decided to share it with millions of others and help them realize that there is a lot more to life beyond just work.

The Importance of Duty

*“Happiness and moral duty are
inseparably connected.”*

George Washington

Balance doesn't mean ignoring your work and duty. If you are a warrior and war breaks out, it is your duty to go to war. If you are a doctor and are called at night for an emergency, it is your duty to go. If I have a seminar and all arrangements have been made and people have invested valuable time and money to come, it is my duty to go.

My son, Samarvir, was born on 23rd April and our entire family, friends and loved ones were overjoyed with his birth. We were happy to be blessed with a wonderful soul.

As it so happened, I also had a *Succeed The Happionaire Way* seminar on 23rd April. All the arrangements had been made and lots of people had already registered for it. If I wanted to, I could have very easily cancelled the seminar, but I knew if I did that, I wouldn't be true to my inner values and wouldn't be doing my *Dharma*!

Not only that, I would be disrespecting the time of so many people who were looking forward to the experience. I would also be disrespecting the time, money and efforts of the organizers who had invested in this seminar.

Even though I had not slept the entire night, and had been up the whole day. I knew I had to go. I took a quick shower, freshened up, kissed my son and went. The organizers introduced me and even shared with everyone that I had just been blessed with a baby boy. While most people looked surprised when they heard this, I could also see the joy on their faces for me.

We had a wonderful experience and at the end of the seminar, many people came up to me and told me how they admired me for turning up and being so committed. But for me, I was only doing my duty.

Even in the Gita, Lord Krishna tells Arjuna the importance of doing his duty and following his *Dharma*. He tells Arjuna that it is his duty to fight the war and not run away from the battlefield. It doesn't matter whether he wins or loses, all he has to do as a warrior is fight. In life too, simply do your duties, without worrying about the reward.

Every creature has to do its duty. A lion has to hunt - if not, it will die. A deer has to eat grass – if it doesn't, it will die. Similarly, we as human beings have to do our duties in order to succeed in this world. If not, life will become meaningless. Our duties extend to every area of life. So I have to do my duty not only towards myself, my work and my family but also towards my friends, the society and humanity at large.

Ask yourself, “What is my duty? What is my *Dharma*?”

How well are you doing your duty? Are you doing it with complete passion and honesty?

Integrate Your Life For Success and Happiness

“Success is a journey, not a destination. The doing is often more important than the outcome.”

Arthur Ashe

I have always tried to integrate the different areas of my life to make it a wonderful experience. You too can integrate your life in a way that every area is fulfilled and complete.

I will share an example to help you understand what I mean by this.

I travel around the world for my seminars and love every moment of it. Gauri, who is an integral part of The Happionaire Way, often travels with me for most of these seminars. This invariably translates into exploring new destinations together and it ends up feeling like a holiday.

If I was to do it alone, I wouldn't enjoy that much and nor would she.

A great way to have integration is share what you are doing with your family and loved ones. If you are building a new business, share the journey with your family.

While I was writing this book, my wife knew and understood that for some time, I will be focused on completing it. Not only that, she also edited it and gave me excellent feedback.

Everyone can have integration – all you need to do is look for opportunities and be creative. Don't lead your life in separate compartments, let everything merge into something beautiful.

So let us say you work in an office, and for one month you are going to be busy with some big project. Make sure you communicate this to your family. They will not only understand but will also become a powerful support system. You can also promise them and actually go on a nice holiday after the one month hectic schedule.

The more open minded and creative you are, the more you will be able to integrate and achieve a state of balance in life.

“Almost everyone who reaches a plateau where he or she is happy and comfortable says it's because of finding balance between work, relaxation, exercise, socializing and family - plus some alone time to do something contemplative, creative, or educational.”

Neil Strauss

STHW Activity Sheet – 9

Do you have balance in your life? Are there any areas you need to focus on?

[illegible]

Is there anything you need to change in your life to bring in more balance?

[illegible]

Are you fulfilling your Dharma and duties with complete honesty and passion? What are your duties towards yourself, your work, family, loved ones, friends and society?

This image shows a single sheet of white paper with horizontal blue or grey ruling lines. The lines are evenly spaced and run across the width of the page. There are approximately 20 lines visible. The paper has a slight shadow on its right side, suggesting it's resting on a surface.

How well integrated is your life? What more can you do to attain complete integration?

[illegible]

10

The Power of Sharing

*“I love sharing - ideas, knowledge, contacts,
opportunities and anything that can help someone
grow. Anyone who shares will succeed.”*
Yogesh Chabria

We have now reached the final phase of the STHW program. Having spent all this time together and sharing some unique experiences, let me ask you, how did you find the STHW program? How was your entire experience? How have you benefitted from it? Have you changed your own thinking and mindset for the better? What positive changes have you made in your life?

Take a moment, close your eyes, and think about your journey till now.

When you are ready, gently open your eyes with a smile and come back.

Now tell me, do you feel you have been using your most valuable asset, your time, productively? How do you think your future will be because of having experienced this

program?

If you, like so many others of our Happionaire family, had a positive experience, I request you now do something that has immense power.

First, thank yourself and be grateful for having had this experience.

Thank yourself for taking every opportunity to learn, grow and achieve your highest potential. Thank yourself for taking this time out and investing it in yourself. Once you have thanked yourself, express gratitude to this vast and wonderful Universe for supporting you in this endeavor.

Next, I want you to share all that you have learnt with everyone around you. There is incredible power in sharing. The more we share, the more we grow ourselves.

Share every idea you want freely. Don't hesitate. You will be surprised by the power of sharing. You will be amazed how much more you end up learning and experiencing once you start sharing. Sharing reinforces what you have learnt and experienced. Not only that, when you exchange powerful ideas and experiences with others, they too will reciprocate this generosity and share equally incredible things with you. What's more you will even be contributing to their success in your own way.

Sharing creates a virtuous cycle, where each one of us helps the other grow. I have always believed that the reason we as human beings were able to succeed as a species is because of our ability to share knowledge, ideas, experiences, and above

all, *cooperate* with each other. The more we give, the more we get.

Even corporations that are worth billions are called that, because everyone is meant to cooperate with each other.

Build An Empowering Community Around Yourself

*“Share your smile with the world.
It’s a symbol of friendship and peace.”
Christie Brinkley*

As soon as you start sharing empowering ideas and beliefs, you will start attracting people with a similar mindset. Surround yourself with them and build a group or community of people who have empowering thoughts, ideas, and above all, are committed to taking action on them.

Regularly meet members of your group or community to share ideas, support each other, discuss the progress you are making and help each other move ahead.

A great support system gives you the confidence and energy to work on your plans and achieve your goals fearlessly and joyfully. The people around us have a deep impact on our life. Make sure these are people who propel you ahead and make you feel good. Observe the conversations you have every day, are these conversations that add value to your life and to that of those around you?

Remove any negativity or negative influences from your life. I never like surrounding myself with negative people. There are over 7 billion people on this planet, why not be in the

company of winners?

You are most welcome to visit us on www.happionaire.com and access our online community to connect with us and other likeminded people on all our social media platforms.

This Is Your Journey And It Is Unique

As I shared in the beginning of the program, I don't like giving answers, but instead want to inspire you to ask your own questions and find your own answers. I do hope this program inspired you to take action on your own and find your own answers.

Your journey is unique and incredible and only you are responsible for defining your future.

As we have reached the end of our STHW program and we get ready to leave, I want to say that I enjoyed our journey together. I enjoyed our conversations, and while I may not have met you, I felt a real connection with you. I felt I have made a new friend and I look forward to meeting you soon.

I know we will meet again soon and then we will share something new, something different and something unique. See you soon!

Lots of love, smiles and happiness and a tight warm hug!

Yogesh Chabria

Happionaire

Our Signature Programs

Our programs, seminars, events and products continue to impact the lives of people all over the world from Fortune 500 corporations to people just starting up.

Some of our signature programs are:

Succeed The Happionaire® Way

Happionaire's Sales And Business Mastery

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For inquiries about Yogesh Chabria as a speaker or our signature programs and seminars, visit www.happionaire.com or write to info@happionaire.com

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